

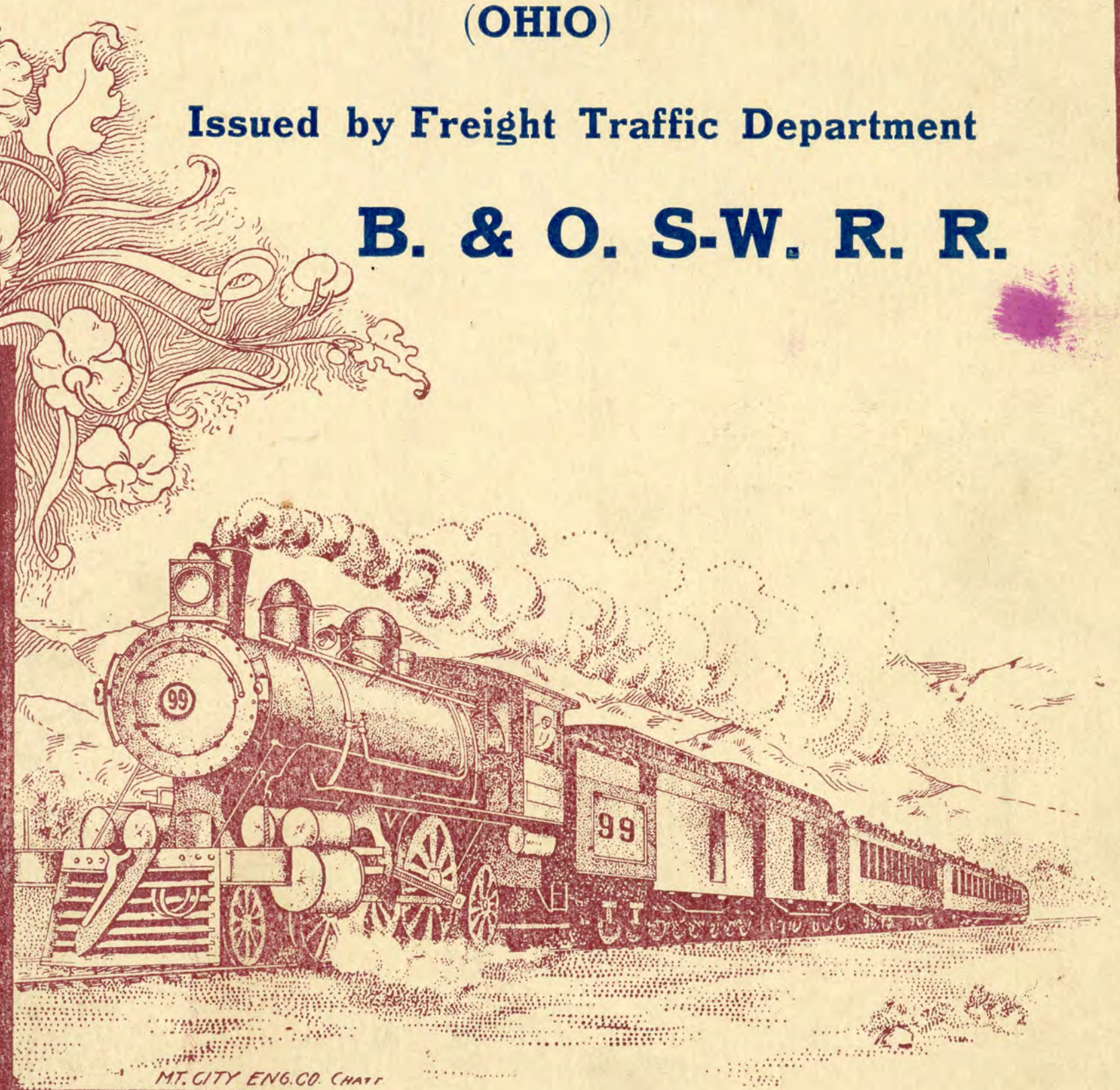
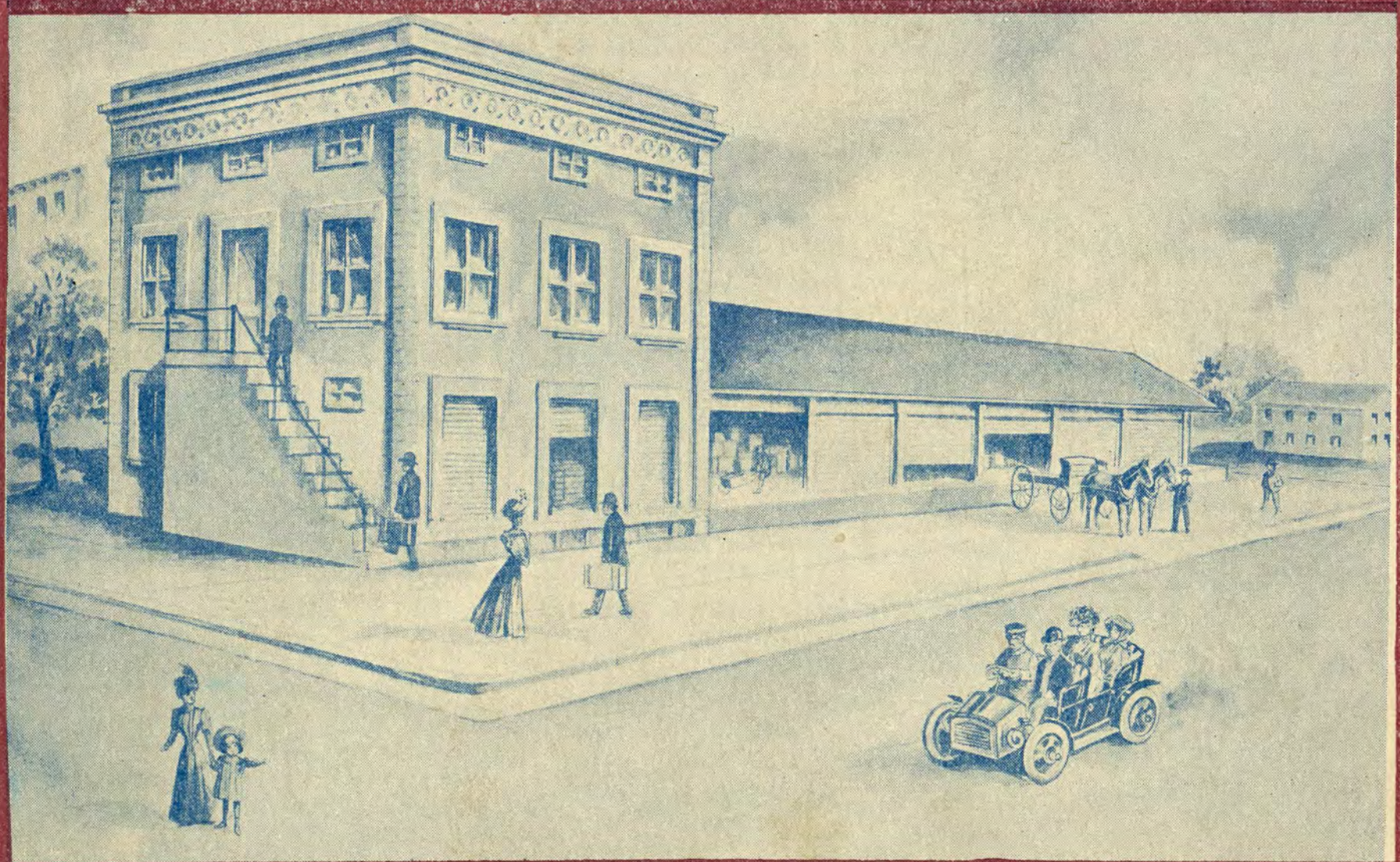
INDUSTRIAL

# Portsmouth

(OHIO)

Issued by Freight Traffic Department

**B. & O. S-W. R. R.**









# The Baltimore & Ohio Southwestern R. R. Co. **INDUSTRIAL REVIEW**

## THE B. & O. S-W. R. R.

S. T. McLaughlin,.....Gen. Fgt. Agt.  
Cincinnati, Ohio.

Archibald Fries,....Asst. Gen. Fgt. Agt.  
Cincinnati, Ohio.

Edward Hart, Jr.,...Asst. Gen. Fgt. Agt.  
St. Louis, Mo.

J. M. Ryan,.....Div. Fgt. Agt.  
Louisville, Ky.

N. G. Spangler,.....Div. Fgt. Agt.  
Chillicothe, Ohio.

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Kansas City, Mo.

H. A. Treudley,....Spec. Agt. In. Dept.  
Cincinnati, Ohio.

## Of Portsmouth, Ohio



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Issued by the Freight Traffic Department of  
**The B. & O. S-W. R. R. Co.**  
S. T. McLaughlin, Gen. Fgt. Agt., Cincinnati

**A**N Industrial and Commercial Review, showing the splendid resources and advantages of Portsmouth, Ohio, as prepared by the Freight Traffic Department of the Baltimore & Ohio S-W. and making conspicuous some of the many opportunities existing there for safe and legitimate investment of capital and the advantages offered for the establishment and development of all lines of commercial and industrial endeavor.







# PORTSMOUTH, OHIO

## Its Commerce, Industries and Finance

As prepared by the Freight and Traffic Department of the Baltimore & Ohio Southwestern R. R., also showing  
Cut of proposed new Freight Terminals.



Post Office and Government Building

### THE BALTIMORE & OHIO SOUTHWESTERN R. R.

The BALTIMORE & OHIO SOUTHWESTERN R. R. CO., is the Southwestern division of the Baltimore & Ohio R. R., operating 4,454 miles throughout the Middle and Eastern States.

This company operates first class trains, in both the Passenger and Freight service, between Portsmouth, Ohio, and Hamden, at which point this branch joins the main line of the BALTIMORE & OHIO SOUTHWESTERN R. R. The FREIGHT SERVICE at all points is most efficient, care being taken to give patrons prompt service at all stations.

The BALTIMORE & OHIO SOUTHWESTERN R. R., and the Norfolk & Western R. R. have connecting tracks at Portsmouth, and maintain excellent SWITCHING service to all manufacturing plants and wholesale houses located on either road without any additional cost to shippers. THROUGH BILLS OF LADING, via the CONTINENTAL LINE, fast freight, to all domestic and foreign points, particularly guaranteeing QUICK SERVICE between the East and West. All imports being transported in bond and delivered promptly to any part of the U. S. Excellent factory sites are available

on the BALTIMORE & OHIO SOUTHWESTERN R. R. in and around Portsmouth, and the FREIGHT TRAFFIC DEPARTMENT and INDUSTRIAL DEPARTMENT are always ready and willing to give manufacturers seeking a desirable location all possible and reasonable assistance.

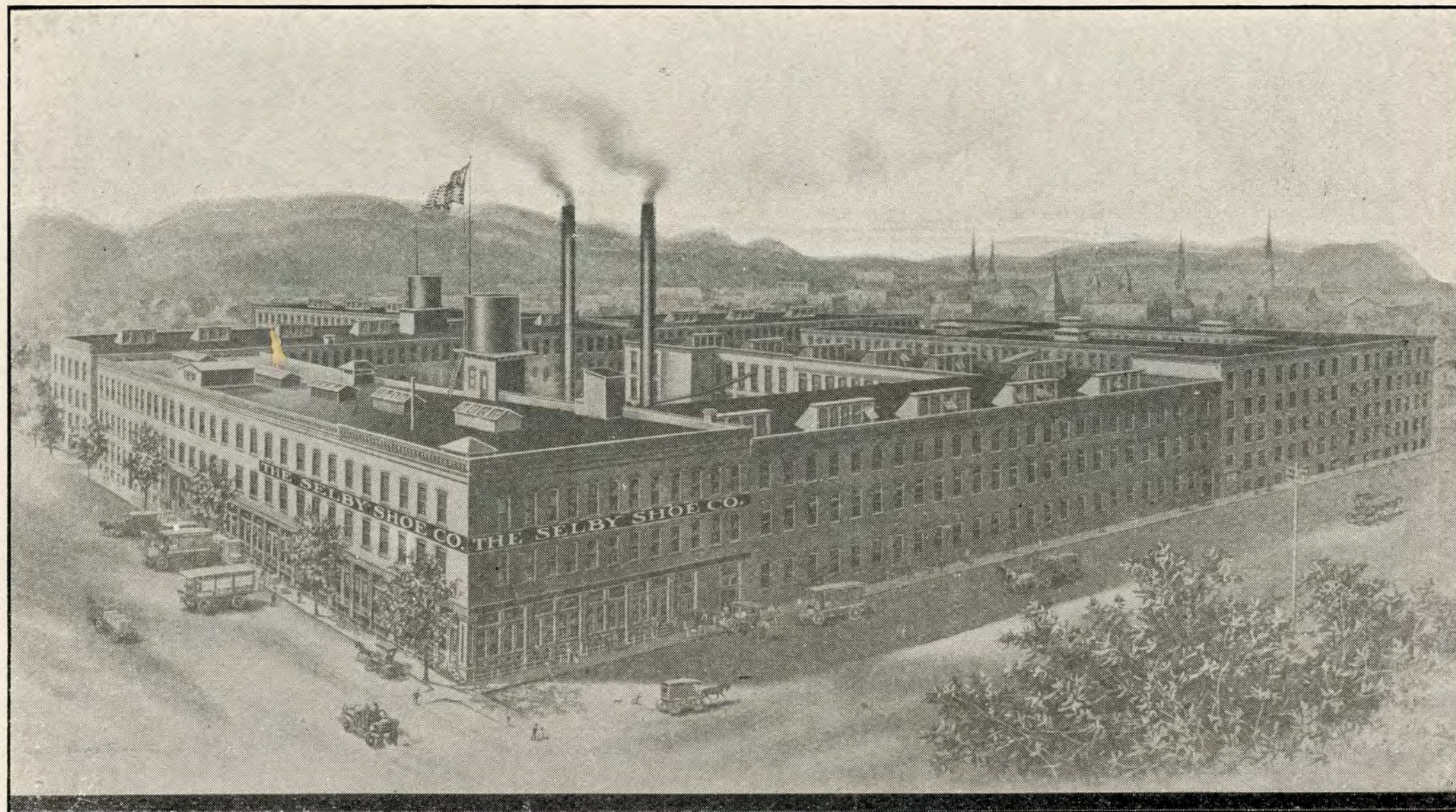
The wide area served by the BALTIMORE & OHIO SOUTHWESTERN in Portsmouth, with its EFFICIENT SWITCHING SERVICE to and from all lines entering the city, offers strong inducements to manufacturers.

The facts incorporated in this booklet relating to Portsmouth, Ohio, are given to the world with a view of showing the present marvelous resources and future possibilities of that city along industrial lines. Presenting to manufacturers actual facts, supplementing them with figures and illustrations and showing them what elements are seriously entitled to consideration and what the advantages possessed by Portsmouth are that make it a most desirable location for most any character of industrial enterprise.

Any manufacturer who may be desirous of securing additional information will be communicated with promptly if they will write

MR. S. T. McLAUGHLIN, General FREIGHT AGENT, CINCINNATI, OHIO.





Plant of The Selby Shoe Co.

### THE SELBY SHOE CO.

THE SELBY SHOE CO., the largest industrial situation in this section of the State, was established in Portsmouth in 1880 and incorporated April, 1902, with a capitalization of \$1,000,000 and at the present time this enormous resource has a \$500,000 surplus added to it. The company transacts an annual business aggregating \$3,200,000 and has a wage distribution of \$775,000 per year throughout this section. The building occupied by the company is a modern three and four story brick, with an available floor space of 200,000 square feet. SIXTEEN HUNDRED people are given employment at the present time and during normal conditions two thousand will be the full working

The Baltimore & Ohio Southwestern has excellent factory sites in Portsmouth. The Baltimore & Ohio Southwestern has always been closely identified with the material development of Portsmouth.

force. Sixteen traveling salesmen are employed who cover the United States and foreign countries, and the "SELBY SHOE" has made Portsmouth known from one end of the country to the other as a manufacturing center of substantial proportions. This establishment is the largest in the world, manufacturing exclusively for the retail shoe trade and has a daily output of 6000 pairs every working day in the year. Their tonnage last year amounted to 10,200 tons. The officers of the company are Messrs. GEORGE D. SELBY, President; S. P. Selby, Vice President; P. E. Selby, Vice President and Superintendent; MARK W. SELBY, Secretary; J. J. RARDIN, Treasurer and J. W. BANNON, Director.

Nearly every Secret and Beneficial order is represented in Portsmouth's list.

Portsmouth has six shoe factories.

## THE IMPORTANCE OF A NINE FOOT STAGE OF THE OHIO RIVER FROM PITTSBURG TO CAIRO.

Quoting from a report submitted by the Board of Engineers for Rivers and Harbors, they have to say in closing their statement:

"The general Government has expended large sums in improving the various tributaries of the Ohio. The utility of these improvements is dependent on the navigability of the main stream. The proposed improvement on the Ohio River will create a vast water communication penetrating one of the most populous and prosperous sections of the United States. Even in its unimproved condition the river HAS A MARKED EFFECT ON RAIL FREIGHT RATES, the cheap rates quoted in the report as prevailing between New Orleans and Louisville, Cincinnati and PORTSMOUTH and between PORTSMOUTH and PITTSBURG being directly traceable to its influence. Its effect on rail rates will be greatly increased if the proposed improvements are carried out.

For these reasons the Board is of the opinion that the improvement of the Ohio River by locks and movable dams so as to secure a depth of NINE FEET, as recommended in the report, is worthy of being undertaken by the United States."

The effect of this improvement upon the commercial and industrial growth of PORTSMOUTH can easily be appreciated.

All of the cartons used in Portsmouth's shoe factories are manufactured in Portsmouth.

## MANUFACTURING INDUSTRIES OF PORTSMOUTH.

While Portsmouth does not lay claim to the distinction of being a large manufacturing city—although it is destined to be such—there are numbers of enterprises of this character, such as the SHOE and BRICK plants that will compare in size and productive capacity with those in any part of the world. In addition to the Shoe and Brick plants, next is the Norfolk & Western Shops and Terminals, which give employment to over 1,600 men, followed by the Peebles Paving Brick Co., with over two hundred employed and many others, several approaching the two hundred mark.



## TRANSPORTATION FACILITIES.

Portsmouth has three railroads, the BALTIMORE & OHIO SOUTHWESTERN, Norfolk & Western and Chesapeake & Ohio. The first two enter the city, while the third, the Chesapeake & Ohio, have a considerable passenger traffic to Cincinnati and the Eastern points. The BALTIMORE & OHIO SOUTHWESTERN R. R. and Norfolk & Western Railway have provided most excellent terminal facilities, with reciprocal switching service, so that practically every manufacturer and jobber can be a participant in these advantages. The BALTIMORE & OHIO SOUTHWESTERN operates under prompt schedules to the North, East and West, for both FREIGHT and PASSENGER Traffic, while the Norfolk & Western from Cincinnati, on the West and to Norfolk on the Southeast. Portsmouth has been particularly favored with her superior railroad facilities and the lines entering the city have been a most potent factor in contributing towards the industrial development of the city.

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Portsmouth has several saw and planing mills.

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Our STONE MILLS and QUARRIES have a capitalization of over \$200,000.

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### THE VINCENT COAL MINING CO.

No similar institution is better known, or has a higher reputation for business probity and straightforward methods than THE VINCENT COAL MINING CO., of this city. The business was established in 1904 with a capital of \$20,000 to carry on the business of mining and shipping of COAL and COKE, but their principal business has developed into the WHOLESALE DISTRIBUTION of COAL and COKE of the VERY BEST QUALITY that money and long experience can select. They distribute locally and throughout the Central and Northwestern States about 150,000 tons annually. The business is growing rapidly, and has continued to grow during our recent business depression by reason of the fact that every ton of coal sold by this company is of the best quality. Officers of the company are, Messrs. B. F. VINCENT, President; J. C. SMITH, Vice President, and H. C. STALDER, Secretary and Treasurer.



Plant of Excelsior Shoe Co.

### THE EXCELSIOR SHOE CO.

The best evidence we have of the desirability and importance of Portsmouth as a point for manufacturers and large distributors, is the fact that so many large concerns have located here and are manufacturing and distributing their products successfully. THE EXCELSIOR SHOE CO., manufacturers of MEN'S, BOYS', YOUTHS' and LITTLE GENTS' SHOES is one of the largest institutions of its kind in the United States. The business was established in 1889 and at the present time has a capital of \$600,000 and transacts a TWO

MILLION DOLLAR business yearly. The building is a brick structure, five stories in height, 400x50 feet, gives employment to 1,000 people and twenty traveling salesmen cover the United States, Germany, Switzerland, Mexico and Cuba. Last year the company shipped SIXTY THOUSAND CASES OF SHOES, representing a value of TWO MILLION DOLLARS. Branch offices are maintained in London, England, New York, Philadelphia, Pittsburg, Chicago, Cincinnati and St. Louis. The business at present is under the direction of MR. JOHN E. WILLIAMS Vice President and General Manager.

### POSSIBILITY OF WATER POWER BEING DEVELOPED IN THE NEAR FUTURE.

At Brush Creek about FIVE HUNDRED HORSE POWER can be developed which will be used by the stone quarries in connection with the production of stone for manufacturing purposes.

### FLOOD WALL.

A flood wall is being constructed which will prevent the river rise from getting beyond the 62 foot level. The cost will be for the first portion to be constructed, with the incidentals in connection, such as changing the water main from four to ten inch, about \$35,000.00.



## AGGREGATE CAPITALIZATION OF PORTSMOUTH'S MANUFACTURING INSTITUTIONS.

The manufacturing Institutions of Portsmouth have a combined capitalization of the enormous sum of SEVEN MILLION, FOUR HUNDRED and FIVE THOUSAND DOLLARS. They embrace a great variety, but the SHOE plants predominate with a combined capitalization of TWO MILLION and TWO HUNDRED and TWENTY-FIVE THOUSAND DOLLARS; the BRICK factories with a combined capitalization of FOUR HUNDRED and FIFTY-FIVE THOUSAND DOLLARS and the Wholesale interests, including groceries, dry goods, etc., with SEVEN HUNDRED and FIVE THOUSAND DOLLARS. The factories and wholesale houses, notwithstanding the recent business depression and during this depression, had a prosperous business, with only a light curtailment in production and only a few employes laid off.

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Portsmouth has some of the largest paving and fire brick plants in the world.

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Portsmouth's brick factories manufacture 150,000, 000 bricks per year.

### THE JONES-FERGUSON GROCERY CO.

The wholesale grocery interests of Portsmouth exert a most potent influence upon the commercial life of the city. Some of the largest firms in this section of the country have located here and are attracting the trade of Southeastern Ohio and Northeastern Kentucky, Northern West Virginia and Virginia to this point. One of the well and favorably known firms operating here is THE JONES-FERGUSON GROCERY CO., which was established in 1900. They have a capital of \$50,000, give employment to twelve men in the house and use the services of four traveling salesmen who cover the contiguous territory above mentioned. They carry a complete stock of STAPLE and FANCY GROCERIES and GROCERS' SUNDRIES, ETC., and have built up a most enviable reputation for straightforward methods and fair-dealing with the trade. The members of the company are Messrs. E. O. JONES, President; W. C. FERGUSON, Vice President, and C. B. TAYLOR, Secretary.

### THE IRVING DREW SHOE CO.

This company is one of the largest and most important of the shoe manufacturing companies located in Portsmouth. While it was only established and incorporated in 1902, it is the outcome of a consolidation and purchase of several minor institutions of a similar character who were operating here. Mr. Irving Drew, who directs the financial and industrial activities of this company is the pioneer shoe manufacturer of Portsmouth, having been established in the business at this place for many years past. The present plant is

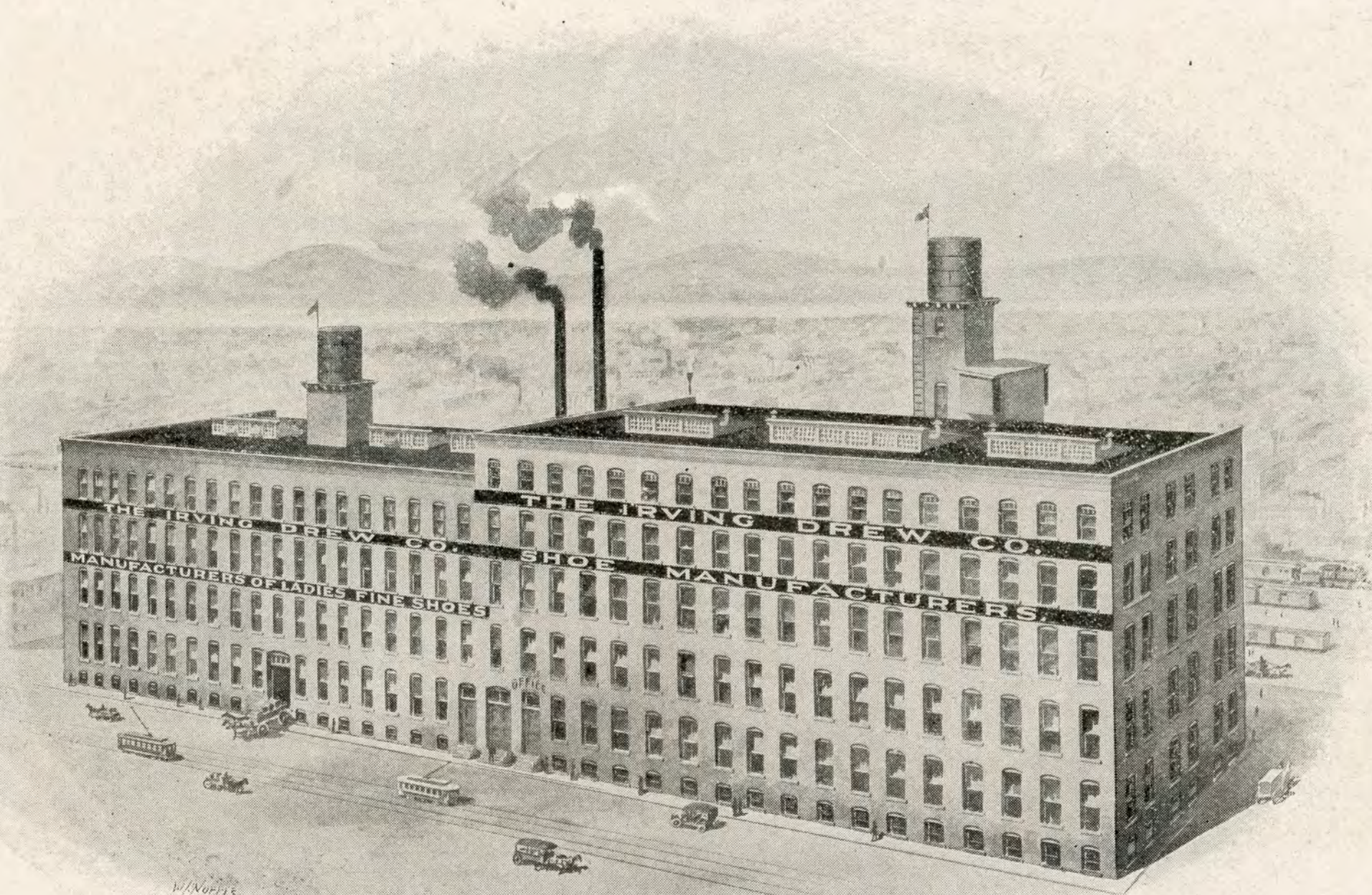
a model of productive capacity, capable of producing on an average of 5000 pairs every day, and under the present reduced output, thirty-five hundred are turned out. The building is of concrete, four and five stories, having 100,000 feet of available floor space all of which will presently be utilized. Six hundred and fifty people are employed and two hundred and fifty thousand dollars annually distributed in wages to employes, of whom fifteen are traveling salesmen who cover all portions of the United States.

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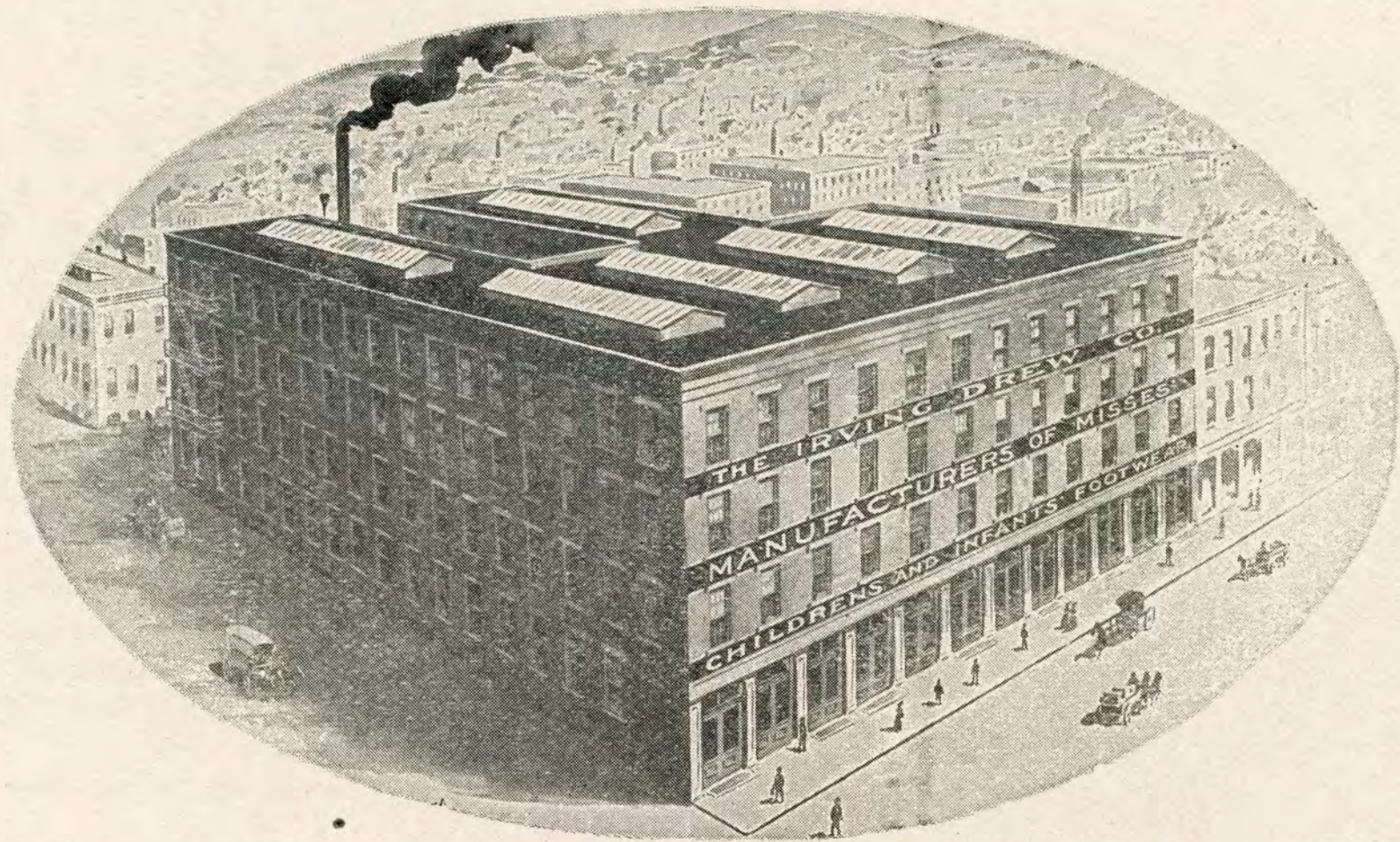
Portsmouth has a beautiful Carnegie Library, with nearly THIRTY THOUSAND volumes.

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The Hempstead Academy of Medicine is located at Portsmouth.







**INTER STATE TRANSFER CO.**

Portsmouth, with its substantial and important railway traffic, which is a most important element in its growth and commercial expansion, must have as an adjunct a transfer and baggage service that is prompt and efficient, and in this respect no city in the country is more fortunate, for in the INTER STATE TRANSFER CO., it has one that is reliably and capably managed. The business was established in 1903, incorporated in 1905 and at the present time has twenty-five vehicles and gives employment to forty-two people. Passengers are transferred from one station to another and baggage called for and delivered to any part of the city, day or night. Busses meet all trains, with courteous agents in charge who accord patrons every consideration possible. Officers of the company are Messrs. W. G. WILLIAMS, President; GEO. APPEL, Vice President; D. LABOLD, Secretary, and DAVID STAHLER, member of the directory board.

Portsmouth is free from the "smoke nuisance"—Natural Gas is the reason.

**AMOUNT OF BUILDING FOR 1907.**

No better illustration of the growth and development which is steadily going forward in Portsmouth is needed than the fact that last year saw building improvements aggregating \$415,743.75.

The Baltimore & Ohio Southwestern furnishes most efficient SWITCHING SERVICE to all manufacturing institutions in and around Portsmouth.

NATURAL GAS is the cheapest fuel. Portsmouth has it in plenty.

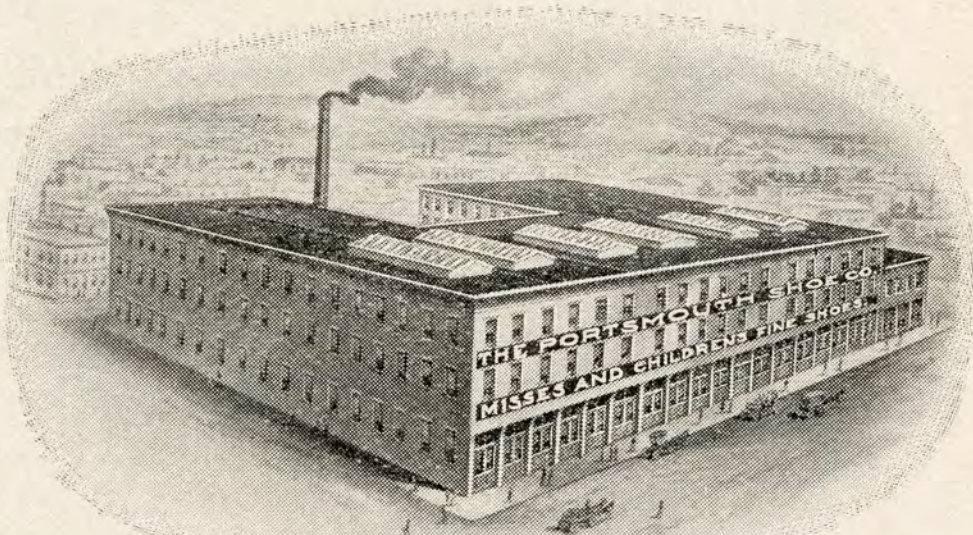
**THE CENTRAL NATIONAL BANK.**

The Central National Bank has only been in existence since 1905, but in that time its growth has been remarkable. It has a capital and surplus of \$127,000 and deposits amounting to \$523,101.20. Its increase year by year is shown in the following statement:

Deposits in 1905.....	\$360,522.68
" 1906.....	413,439.41
" 1907.....	503,886.47
" 1908.....	523,101.20

**PORTSMOUTH WANTS MORE FACTORIES.**

Portsmouth needs more factories. While she has made considerable progress in this way during the past few years, there is room for a great deal of improvement. There are opportunities here for factories of many kinds and the day is coming when Portsmouth will have the number and class of manufacturing institutions entirely commensurate with her great natural advantages.



**THE PORTSMOUTH SHOE CO.**

The greatest element in the growth and increase in population of Portsmouth has been the manufacturing of shoes, and some of the most important factories in the country have located here. An institution which has been particularly active in this field has been the PORTSMOUTH SHOE CO., who specialize in the manufacture and distribution of MISSES and CHILDREN'S SHOES. This company has been operating here for the past ten years, have a particularly well equipped factory where TWO HUNDRED and TWENTY-FIVE people are employed, and eight traveling salesmen cover every portion of the United States. The business is capitalized at \$50,000 and a business is transacted which will aggregate \$250,000 annually. The factory is a three and four-story building with 25,000 square feet of floor space containing every facility which could in any way contribute towards the prompt and efficient manufacture of their products. Officers of the company are Messrs. F. V. KNAUSS, President; GEORGE M. APPEL, Treasurer; A. T. HOLCOMB, Vice President; C. F. KENDALL, Secretary and F. V. BLACK.

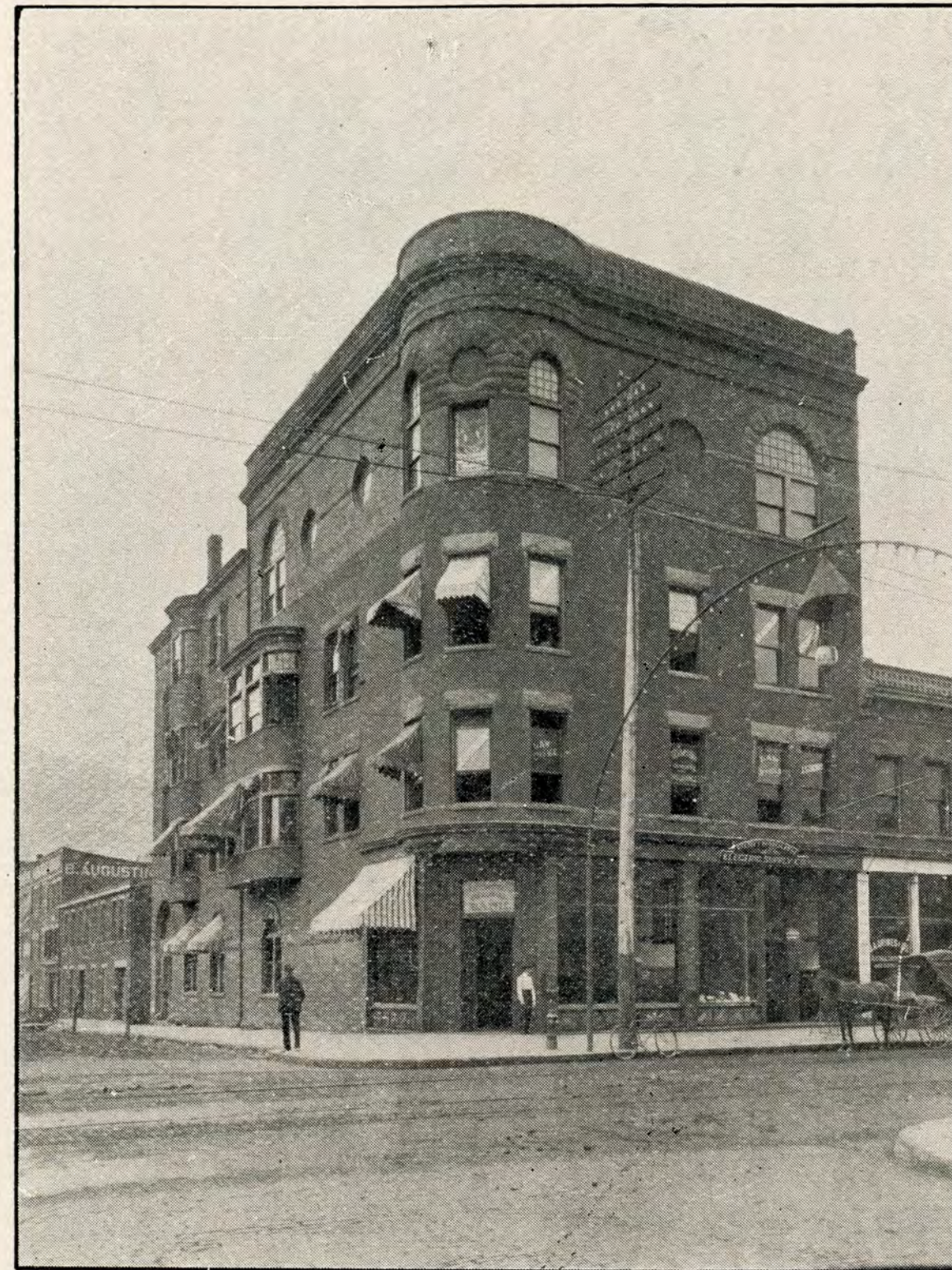


## PORTSMOUTH'S FACTORIES.

Selby Shoe Company.	Irving Drew Shoe Co.
Excelsior Shoe Company.	Portsmouth Shoe Com-
Lloyd Adams Shoe Co.	pany.
Carlyle Brick Co.	Portsmouth - Harbison
Tygart Brick Co.	Walker Co.
Portsmouth Paving Brick	Scioto Brick Co.
Co.	Peebles Paving Brick Co.
Baltimore & Ohio S. W.	Norfolk & Western Ter-
Terminals.	minals.
York-Portland Cement	Portsmouth Steel Co.
Co.	Reitz Stone Co.
Williams Lumber Co.	Portsmouth Street Ry Co.
Breece Mfg. Co.	ratterson Paper Box Co.
The H. Leete Lumber Co.	Scott Muffler Co.
The Ohio Stove Co.	Waite Furniture Co.
Waite-Fuller Co.	Smith Lumber Co.
Webb Lumber Co.	Portsmouth Brewing &
Buster Novelty Co.	Ice Co.
Haas Clothing Co.	Portsmouth Stove &
Mitchell Mfg. Co.	Range Co.
Portsmouth Veneer &	Ideal Mfg. Co.
Panel Co.	Portsmouth Foundry &
Leid & Wiget.	Casting Co.
Portsmouth Cereal Mil-	Cigar Manufacturers.
ling Co.	P. H. Harsha Flour Mil-
The Stockham Co., Ice &	ling Co.
Cold Storage.	Coburn Bros., Flour Mill.
H. S. Grimes.	Frank Trende.
McDermott Stone Co.	Portsmouth Gas Co.
Mead & King, Brick.	Imperial Flour Mill.
Portsmouth Pressed	Seacroeder Harness Co.
Brick Co.	Carroll & Sons.
Portsmouth Ice & Cold	Simpson Bros.
Storage Co.	Portsmouth Carpet
Jacob Brunner.	Cleaning Co.
Wellman Stone Co.	A. W. Ackerman.
L. Taylor.	The Kay Graham Co.

## PORTSMOUTH FIRE DEPARTMENT STATISTICS.

Portsmouth has a most efficient fire department. Twenty-eight men are employed and modern, up-to-date equipment has been provided, and four houses used to house apparatus and men. The expenditures for last year were \$35,698.94.



Elk Building and Home of the Portsmouth Banking Co.

## BRICK MANUFACTURE.

Next to the manufacture of Shoes, the manufacture of PAVING and FIRE brick ranks second in the industrial fabric of Portsmouth. The factories here manufacture every year about 150,000,000 brick which are sold in all parts of the United States and exported in large quantities. They are of the finest quality that the best of material and workmanship can produce, which is not at all to be wondered at, as the finest FIRE CLAYS in the world are right at our door.

## PORTSMOUTH'S JOBBING HOUSES.

The Gilbert Grocery Co.	The Joseph G. Reed Co.
H. S. Grimes.	D. Augustin, Jr.
Hibbs Hardware Co.	Jones, Ferguson Co.
Tracy Shoe Co.	E. J. Kenrick & Co.
Neudorfer & Silcox.	The Stanton Co.
Portsmouth Hat Co.	Davis Drug Co.
Samuel Horchow Co.	J. M. Augustin.
Haas Clothing Co.	Schwartz Clothing Co.
The Vincent Coal Mining	The Stockham Co.
Co.	The Henley Lumber Co.
Smith Lumber Co.	I. Levi & Co.

## THE PORTSMOUTH GAS COMPANY.

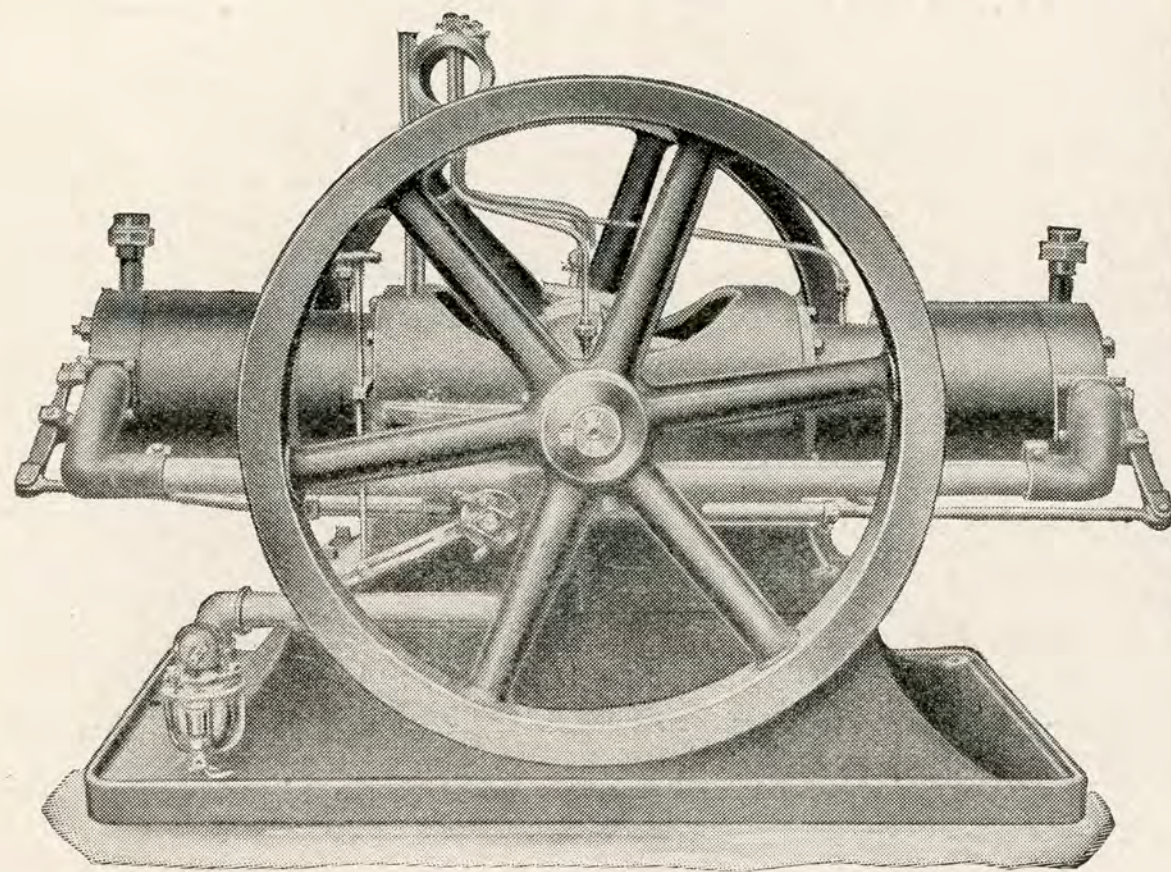
The plant mains and equipment of this Company represented an enormous investment when it supplied the City with Artificial Gas, but when it entered into arrangements for Natural Gas it became necessary to make large additional expenditures, adopting the system to a new and different service and to a demand multiplied again and again.

All this has been cheerfully, promptly and effectively accomplished, giving the people of Portsmouth a superb quality and unfailing supply for all domestic purposes adding greatly to the happiness and comfort of the home. This service has not only been a blessing of cleanliness and comfort to the householder, but an element of great satisfaction and economy to the large manufacturing institutions. Natural Gas has been used in Portsmouth the past three years very successfully for industrial purposes:

## M. F. CARROLL & SONS.

The largest and best equipped CARRIAGE FACTORY located in this section is the one known as M. F. CARROLL & SONS, located at 174 West Second street. The business was established in 1872 at Hillsboro in 1877, removing here in 1905. They manufacture FINE CARRIAGES and LIGHT WAGONS for all kinds of business purposes, and since coming here have been especially active in promoting their industrial prosperity, by reason of the fact that their equipment is modern, mechanical efficiency is kept at a high standard and producing a superior durable product. Members of the firm are, Messrs. M. F. CARROLL, J. E. CARROLL, C. P. CARROLL and J. E. CARROLL, who direct the business effort and mechanical departments of the institution.





Two Cylinder Opposed, Heavy Duty Stationary Gas or Gasoline Engine. Manufactured by Ideal Mfg. Co.

**IDEAL MANUFACTURING CO.**

Notwithstanding that this concern has only recently entered the industrial arena of Portsmouth, its affairs, both financial and mechanical have been directed in such a manner as to produce most gratifying results. The company is capitalized for \$100,000, has a splendidly equipped shop, provided with all the necessary machinery to produce and distribute O. K. GASOLINE and GAS STATIONARY and MARINE ENGINES both promptly and properly. In addition to the O. K. GAS ENGINES, IDEAL AUTO DELIVERY WAGONS and IDEAL WATER LIFTS are manufactured. The specialties of this company, particularly the O. K. GAS and GASOLINE ENGINE, have gained a wide distribution and high reputation for their many excellent and desirable qualities throughout all parts of the United States. The plant gives employment to twenty-five people and maintains two traveling salesmen upon the road. Directors of the company are Messrs. GEO. D. SELBY, GEORGE M. APPEL, H. W. HEER, H. W. MILLER, WM. R. FEE, W. W. MILLER, and CHRIS HEER. The mechanical efforts and business activities are directed by MR. CHRIS HEER in the capacity of General Manager.

Portsmouth has splendid schools, presided over by more than one hundred teachers.



High School.

Write

**Mr. S. T. McLAUGHLIN**

Gen. Freight Agent.

Cincinnati, Ohio.

**Baltimore & Ohio  
Southwestern**

**For information relating to  
Portsmouth's advantages.**

**THE SAMUEL HORCHOW CO.**

This institution is the largest, most ably conducted and completely stocked WHOLESALE and RETAIL FURNITURE and CARPET establishment in this section of the State. Mr. HORCHOW started his business thirteen years ago and incorporated it in 1905 with a capital of \$60,000. His building is a five-story brick structure of imposing proportions, attractive architecture, with nearly 40,000 square feet of floor space. Twenty-four people are employed who receive \$15,000 in

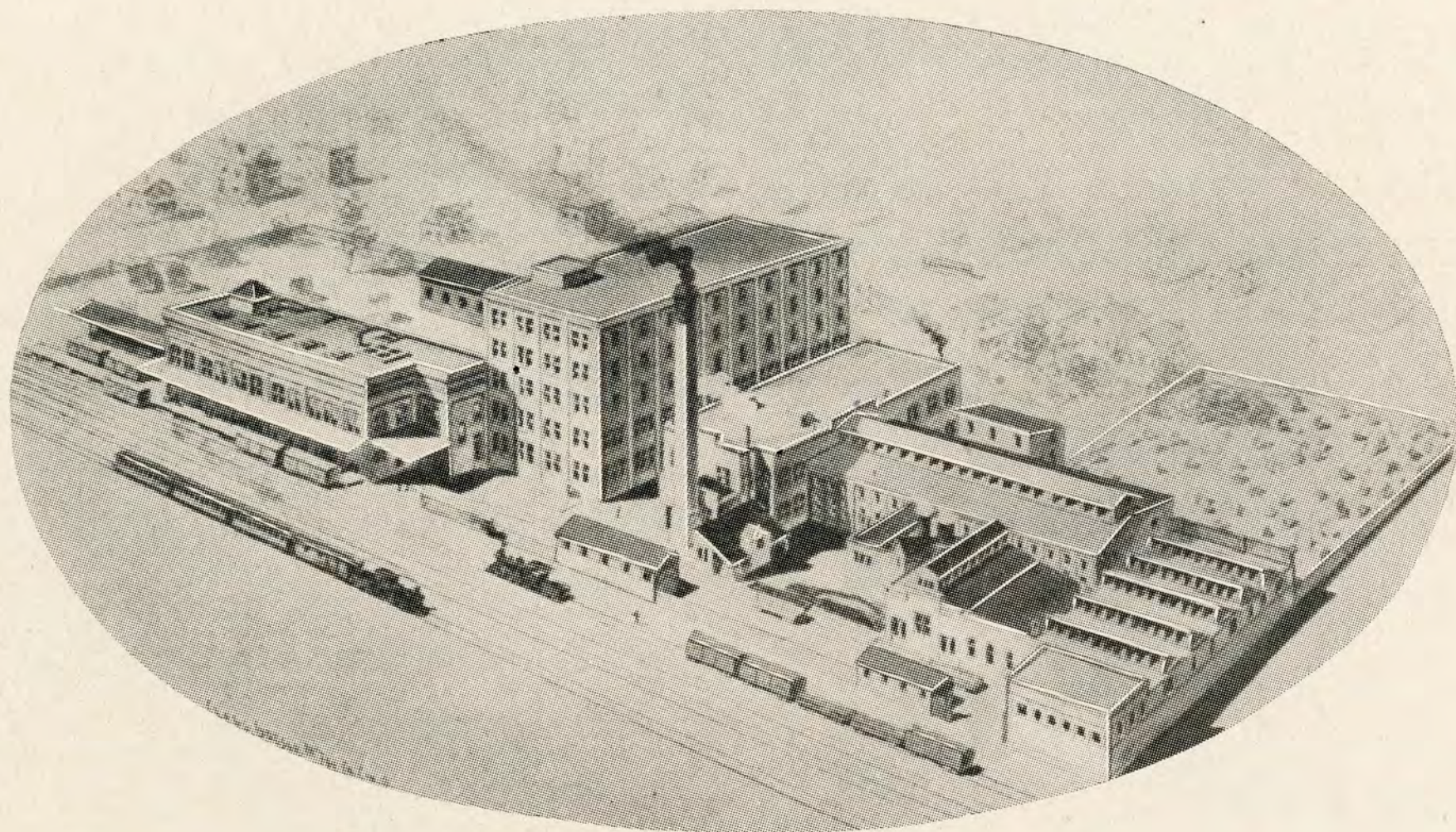


The Horchow Building.

wages. The stock is comprehensive and embraces everything usually found in a vast establishment of this character. MR. SAMUEL HORCHOW is the President and General Manager of the company.

Portsmouth has twenty-six churches.





Plant of Portsmouth Stove & Range Co.

**THE PORTSMOUTH STOVE AND RANGE CO.**

has probably done as much to demonstrate the desirability of Portsmouth as a location for manufacturing institutions than any concern located here. Their STEEL RANGES, CAST IRON RANGES and COOK STOVES; GAS RANGES and HEATING STOVES are sold in nearly every state in the Union, and as an instance of their direct industrial importance to Portsmouth, ONE HUNDRED PEOPLE are given employment and \$65,000.00 paid out annually in wages. Established and in-

coporated May, 1889, for \$150,000.00, the business has been developed until they do a business amounting to \$150,000.00 and have four traveling salesmen assisting in the distribution of their products. The plant of the PORTSMOUTH STOVE & RANGE CO. is as efficient and modern as can be made, the warehouse, office and portion of the factory is built of re-inforced concrete. Officers of the company are Messrs. F. V. KNAUSS, PRES., J. B. KNAUSS, V. P., HENRY SCOTT, JR., SEC'Y. and B. W. HOPKINS Treasurer.

**THE PORTSMOUTH BRICK & TILE CO.**

The Portsmouth Brick & Tile Co., was incorporated in August, 1905. It is one of the industrial plants of Portsmouth that has had a successful career from its inception. They have a capital of \$20,000, employ thirty people, distribute about TEN THOUSAND DOLLARS annually in wages and handled last year Ten Thousand Tons of BRICK and HOLLOW WARE.

The Baltimore & Ohio Southwestern furnish perfect FREIGHT SERVICE.

**AMUSEMENT AND RECREATION.**

Grand Opera House, Casino in Milbrook Park, Orpheum, advanced vaudeville; Nickelodeon, Arkana, both moving picture theatres; Ball Parks, Tennis Grounds and Skating Rinks.

Portsmouth's shoe factories manufacture six million pairs of shoes every year.

**POST OFFICE GROWTH.**

Post Office Receipts for the Fiscal Year Show a Net Increase of About 10 Per Cent—Receipts Larger Than Previous Year by \$4,851.75.

The Portsmouth, Ohio, Post Office, is conducted in a beautiful Government Building, recently repainted and frescoed throughout, and a model of neatness. It now has in addition to the Postmaster and Assistant Postmaster, ten clerks, five clerks in charge of stations, sixteen carriers, two rural carriers and one star route. The salaries for the year closing June 30th, 1906, when Postmaster Charles E. Hard took charge aggregated \$21,600. For the year closing June 30th, 1908, they had increased to \$27,900. The office became first-class July 1, 1907. It has a high grade screen wagon mail service. The money orders issued for the year ending March 31st, 1908, were domestic 18,824, foreign 376. The number of registered pieces 7,253. The general delivery and stamp window is open from 6:30 a. m., to 8 p. m., and the money order and registry window from 7:30 a. m., to 8 p. m., the long hours being necessary to accommodate the steady run of business. The city delivery and collections are especially complete. The receipts of a post office are usually regarded as a reliable business barometer and the steady industrial growth of Portsmouth is indicated by the following table of the Postal receipts:

Receipts for the fiscal year ending March 31st,

1884	.....	\$12709 02	1896	.....	\$22246 35
1885	.....	11292 03	1897	.....	21143 91
1886	.....	11639 71	1898	.....	23771 17
1887	.....	12587	1899	.....	24039 27
1888	.....	12678 75	1900	.....	25570 02
1889	.....	12529 30	1901	.....	26836 65
1890	.....	14600 34	1902	.....	28688 66
1891	.....	17491 35	1903	.....	31018 82
1892	.....	18196 43	1904	.....	33868 76
1893	.....	19268 88	1905	.....	35462 94
1894	.....	18788 34	1906	.....	38949 32
1895	.....	20666 67	1907	.....	43185 12
			1908	.....	48036 87

A bill is now pending in Congress to appropriate \$50,000 for an addition to the office made necessary by the increase of business since 1894 when the building was completed.

Portsmouth has several clubs.



ISSUED BY TRAFFIC DEPARTMENT OF THE B. & O. S-W.

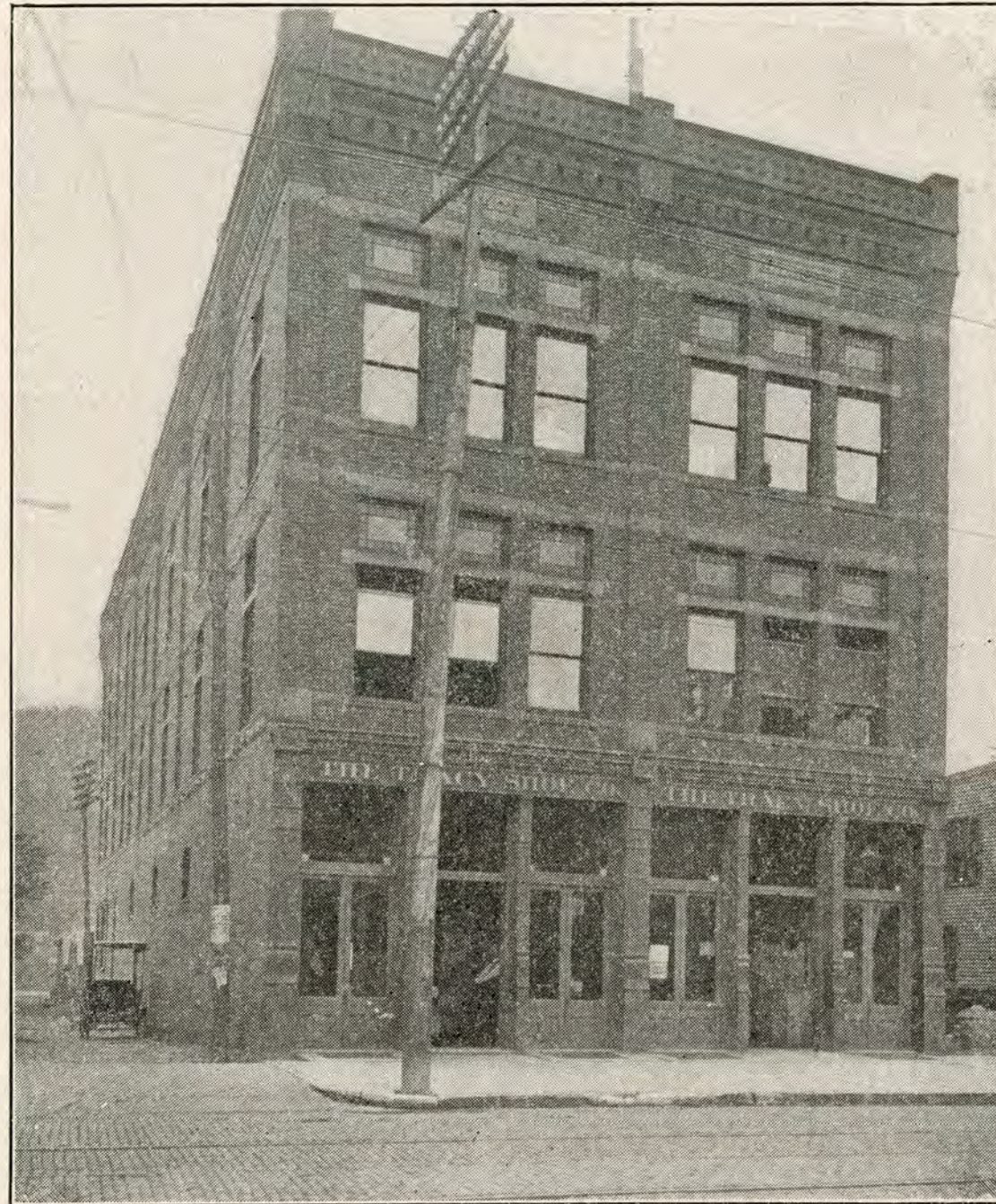
Portsmouth's factories use NATURAL GAS for generating power for shoe burnishing, laundry purposes, gas engines, etc.

GROCERS' SUNDRIES, ETC. Ten people are employed here and three traveling salesmen cover territory contiguous to Portsmouth.

**PORTSMOUTH POLICE DEPARTMENT.**

Twenty-one men are regularly employed upon the Police Force, who are under the direction of James A. Baucus. The efficiency of the force is able, and the city is conspicuously free from bad and notorious characters. A Day and Night force patrol the city and it is a matter of comment that citizens are particularly safe from minor depredations of indigent characters who usually frequent river towns. The department was operated last year at a cost of \$15,684.55.

Portsmouth has a splendidly equipped hospital.



Tracy Shoe Co.'s Building.

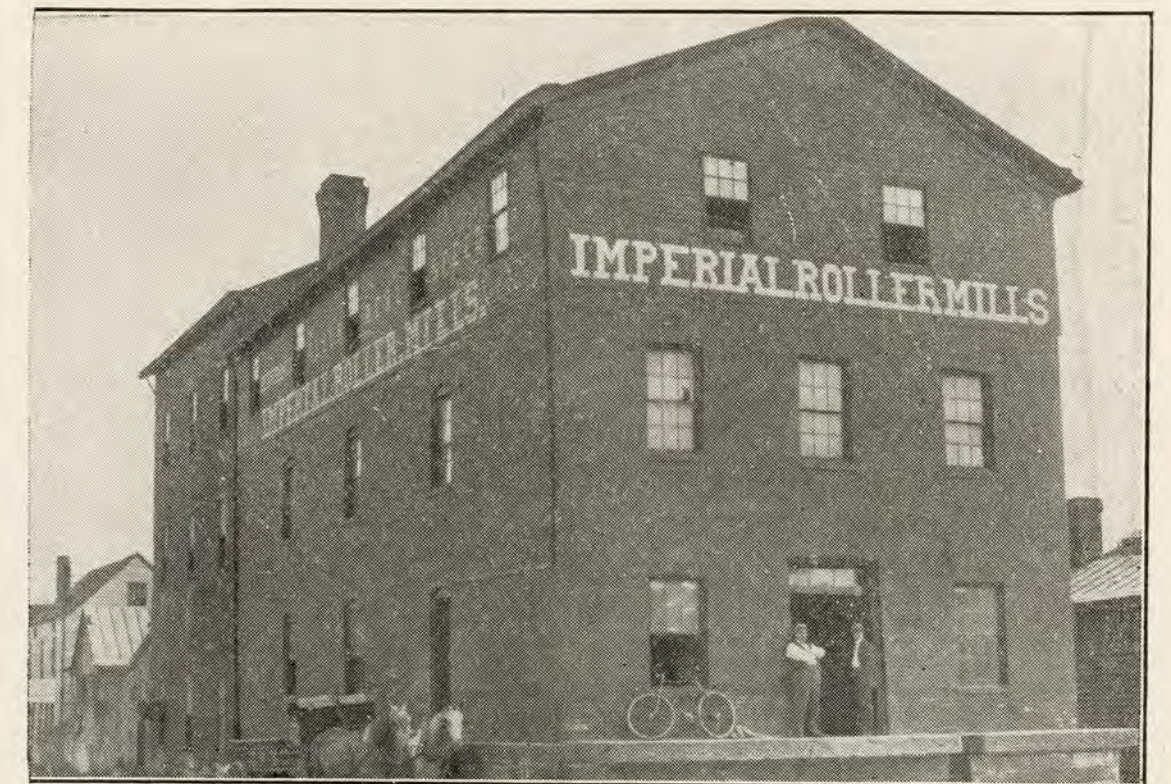
**THE TRACY SHOE CO.**

In point of facilities and importance, the TRACY SHOE CO. is the most important wholesale institution in the city, by reason of the fact that the business has been in existence since 1855, and covers every part of five states with its eight traveling salesmen. The company was incorporated in 1901 with a capital of \$125,000.00, and by well directed business effort and straightforward methods, handling only a superior grade of BOOTS, SHOES and RUBBERS, have attracted their large trade and gained a commendable reputation in their line. The store at 66 and 68 West Second Street is a splendidly equipped building, well adapted for their purpose, and completely stocked with a full line. Officers of the company are Messrs. HENRY R. TRACY, Pres.; FRANK B. M. CORSON, V. P.; WILLIAM M. PURSELL, Sec. and Treas.; W. ALBERT WURSTER, Asst. Sec. and Treas., and EARL T. PURSELL.



**B. AUGUSTIN, JR.**

Portsmouth is gradually increasing the extent and importance of her wholesale and manufacturing interests. Her location is admirable for most any character of commercial enterprise, and some very progressive and enterprising men have engaged in the wholesale line here, among whom stands prominently MR. B. AUGUSTIN, JR., whose business was established in 1870, and is today one of the oldest and most respected business institutions here. He has a capital of \$50,000.00 and does a business aggregating about \$125,000.00 yearly. The building occupied by this firm is a three-story brick, having 30,000 square feet of floor space, and contains a full stock of STAPLE and FANCY GROCERIES and



**IMPERIAL FLOUR MILLS, GEHRES BROS. PROPS.**

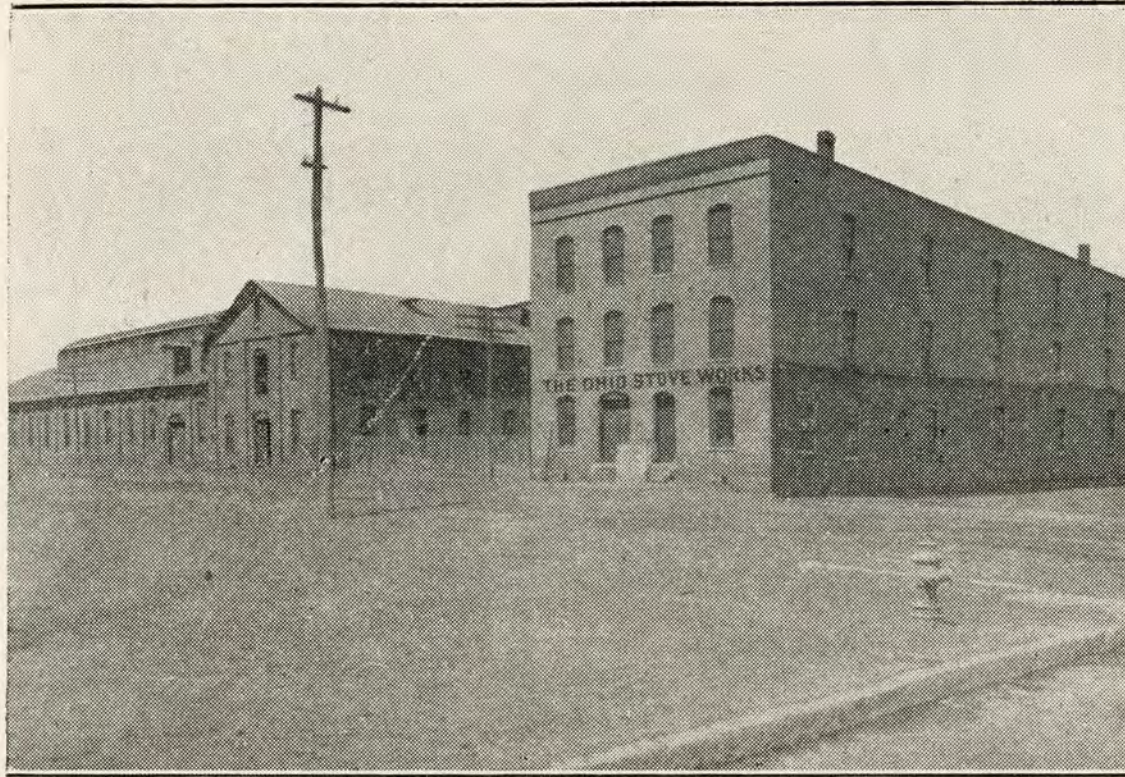
This firm operates one of the largest and best known flour mills in this section of the State. Messrs. L. C. and J. J. GEHRES bought this mill four years ago, although the mill has been in operation for many years past. They have installed the best of modern machinery and appliances, have side tracks on the BALTIMORE & OHIO SOUTHWESTERN, which gives them facilities for prompt shipment and have attracted a most substantial trade from all over Ohio, Ky. and West Virginia, by reason of the fact that the CHOICE GRADES OF ROLLER SYSTEM FLOUR and FINE WHITE CORN MEAL manufactured by them cannot be equaled for purity and general excellence in the country. They handle about 18,000 pounds per day, give employment to 7 people and distribute a considerable amount in wages yearly. The building is a three-storied structure with 13,600 square feet of floor space and is admirable located for a business of this character.



## PORTSMOUTH'S INDUSTRIAL OPPORTUNITIES.

Shirt Factories,	Clothing Factories,
Machine Shops,	Shoe Factories,
Wagon and Impelment	Hollow Ware,
Factories,	Harness and Saddlery,
Overall Factories,	Flour and Feed Mills.
Brick and Tile Works,	

And in fact, all manner of mills and factories that capital and brain can make of value to the commercial world. The splendid geographical location of Portsmouth, the excellent rail and water transportation facilities, giving such a wide radius of distribution for manufactured products and a class of business men who are always ready to lend assistance to reputable manufacturers seeking desirable locations, no better place than Portsmouth could possibly be found



Plant of The Ohio Stove Co.

### THE OHIO STOVE CO.

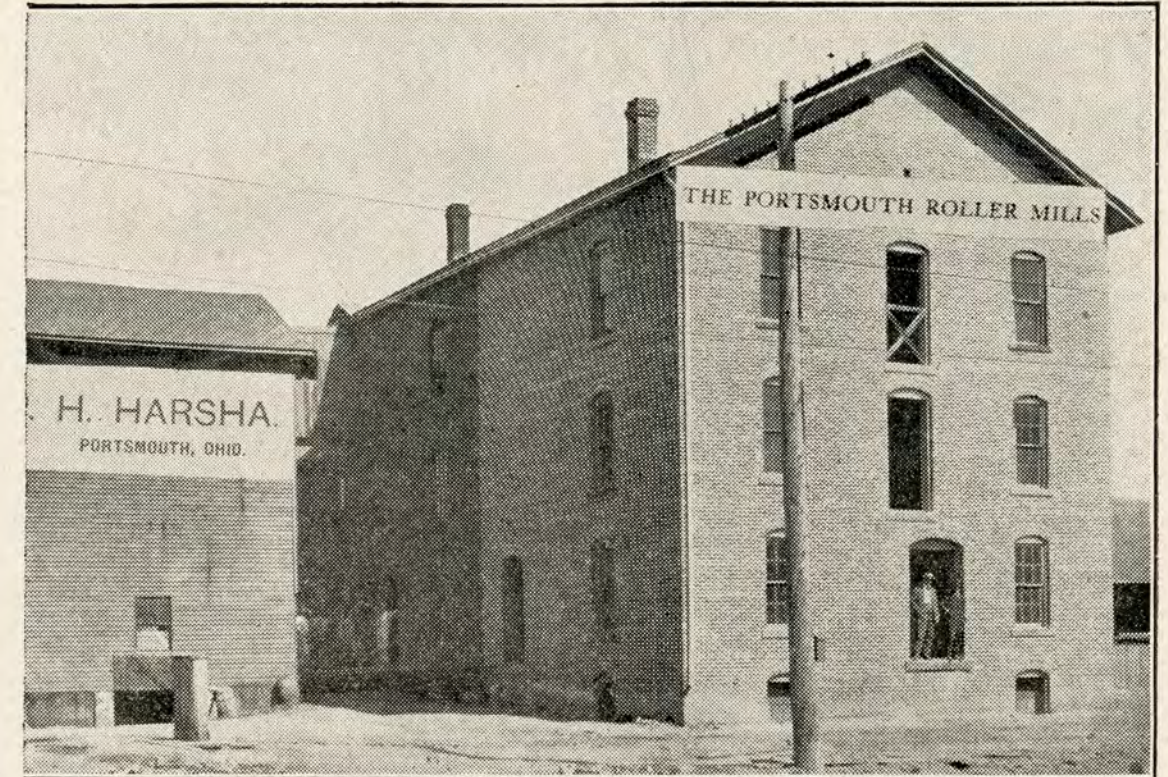
The manufacture of STOVES and RANGES has been a most important element in our industrial life for a long time, and the business has been developed until it extends to all parts of the world. THE OHIO STOVE CO. is one of the active and important institutions in that line, which was established and incorporated as far back as 1873, with a capitalization of \$50,000.00. To give an idea of the influence of this concern upon our commercial life, a statement of a few of its resources and facilities will be necessary. They occupy a modern brick, three-story building, perfectly equipped with proper facilities and appliances to manufacture high grade STOVES and RANGES, which have attracted a high reputation and wide recognition on account of their general excellence of manufacture and superior qualifications. Three traveling salesmen are employed and eighty men in the factory. MR. ROB'T. G. BRYAN is General Manager.

## PORTSMOUTH'S ADVANTAGE IN THE MATTER OF FUEL.

There is no city in Southeastern Ohio which can so easily exercise an option between the two great fuels—COAL and NATURAL GAS, without fear of diminishng supply from either source. The close proximity of both kinds of fuel produces a keen competition that is enjoyed by but few cities in the matter of fuel.

### PORTSMOUTH MEAL & FEED MILLS.

Portsmouth has several institutions engaged in the manufacture of FLOUR and FEED that are of substantial proportions and have an output that is considerable. Among the number stands prominently the concern known as the PORTSMOUTH MEAL & FEED MILLS who make a specialty of manufacturing and distributing GRIAN and FEED of every character and description. The business was established in 1894 and has



Portsmouth Roller Mills

### P. H. HARSHA.

The above named gentleman has been established in the flour milling business here for the past nineteen years, and has at the present time a most efficiently equipped and ably operated mill. The concern is capitalized for \$25,000.00 and a business is transacted aggregating about \$140,000.00 yearly. The mill is a three-storied structure, 66x40, modern in every way, and containing the best machinery that money and experience can purchase. Twelve people are employd and two traveling salesmen cover West Va., Ohio and East Ky. MR. HARSHA not only manufactures FLOUR and MILL FEED, but is a wholesale dealer in HAY and GRAIN.

NATURAL GAS is used in Portsmouth for burning fire brick.

developed a most substantial business connection which extends to all parts of this section. They have two mills, one 18x50 and the other 23x40, which are adequately equipped with modern appliance and machinery. Six people are employed and the proprietors, Messrs. Heid and Wiget, have applied straightforward methods and sterling principles in their dealings with the trade which has brought them very gratifying results.





Turley Block. Home of The First National Bank.



East End Fire Department.

#### THE PORTSMOUTH DAILY TIMES.

You do not find a live paper in a dead town. For that reason it may be fairly claimed, that the growth of Portsmouth,, in the past decade is nowhere more convincingly shown than in the development of the Portsmouth Daily Times during that period. When Vallee H. Harold and Harry E. Taylor, the present editors of the paper, took control of it in December, 1898, it was an eight-page, six column edition, with columns twenty inches long. Its circulation was fourteen hundred and its charge for a week's delivery six cents. Its outfit consisted of one Thorne type machine, setting possibly twelve columns a day, and a Babcock press printing one side of the paper at the rate of 1500 an hour. Now it operates 3 Mergenthaler linotype machines, setting nearly sixty columns a day, and runs a Hoe stereotype press, capable of printing 30,000 eight page papers an hour, ready for delivery and 15,000 sixteen page

papers in the same time. The regular edition of the Times is now 10 pages, eight columns, twenty-two inches long, with sixteen pages on Saturday. Its circulation is 4,400, nearly all in the city, at ten cents a week. Perhaps, the most eloquent evidence of progress, is the fact, that its yearly pay roll for salaries and wages is larger than its entire receipts for 1898.

#### G. L. GOLFORD CABINET WORKS.

A small but well equipped institution manufacturing CABINET MANTELS for the trade contiguous to Portsmouth. It has been established for the past three years and has all the necessary mechanical equipment to manufacture their products properly and promptly.

Portsmouth has an unfailing supply of Natural Gas.

#### PORTSMOUTH'S NEWSPAPERS.

The two daily papers, TIMES and BLADE, are bright, readable, modern in all their requirements, and have an efficient telegraph service. The Correspondent, a German Paper, is recognized extensively throughout the county and city among the German residents.

#### HOSPITALS AND SANITARIUMS.

Park Hospital.

Hempstead Hospital.

There are several private institutions, conducted strictly according to medical ethics, having modern equipment, and in charge of an efficient corps of physicians.





The Hibbs Hardware Co.

#### THE HIBBS HARDWARE CO.

This concern is by far the largest and most important WHOLESALE HARDWARE establishment in this section of the State; it was established in 1871, incorporated in 1903, has a capital of \$50,000.00, and transacts a business amounting to \$160,000.00 annually. They have a four-story building adequately equipped and arranged to carry and handle expeditiously a full stock of HEAVY and SHELF HARDWARE, ETC. Twenty-two people are employed in the house and four traveling salesmen cover Southern Ohio and Northern Kentucky. The officers of the company are Messrs. J. H. MORGAN, Pres. and Mgr.; A. S. DUDUIT, Sec. and Treas., and C. L. STORCK, V. P.

Portsmouth is a city of homes.

The Baltimore & Ohio Southwestern furnishes its patrons the best service possible.

#### PUBLIC SCHOOLS.

Some statistics relating to the public school system of Portsmouth may be of interest, showing increase in attendance at the beginning of this coming scholastic year, and financial statements.

Attendance reported, 3,344; increase of 290 over last year.

Salaries paid High School Teachers, \$8,090.01.

Elementary Teachers, \$40,551.19.

Music Teachers \$841.50.

Principals, \$715.00

Superintendent, \$2,100.00

Total expenditures for the year ending September 1st, 1908, \$108,355.37.

The school board is constantly increasing the efficiency of the schools, adding new equipment and doing everything possible to make the schools of Portsmouth the best in the world.



Haas Clothing Co.

#### THE HAAS CLOTHING CO.

It is the manufacturers who have made possible the wonderful growth and development of the city, and no one concern has been more directly responsible for this prosperous condition than THE HAAS CLOTHING CO. The business was established here in 1893 with a capital of \$50,000.00. They are MANUFACTURERS, WHOLESALERS and RETAILERS of FINE CLOTHING, their factory being a model of productive capacity, employing 75 people and distributing over \$40,000 yearly in wages. Their building is four-storied, with 16,500 feet of floor space and the employees work under the cleanest and most sanitary conditions possible. \$200,000.00 represents their annual sales, and three traveling salesmen assist in distributing their products over the States of Ohio, West Va., and Ky. Members of the firm are Messrs. FELIX HAAS, Pres., O. J. CRAWFORD, Sec'y., and P. E. JAHRAUS, Treasurer.

Portsmouth has places of amusement in plenty.





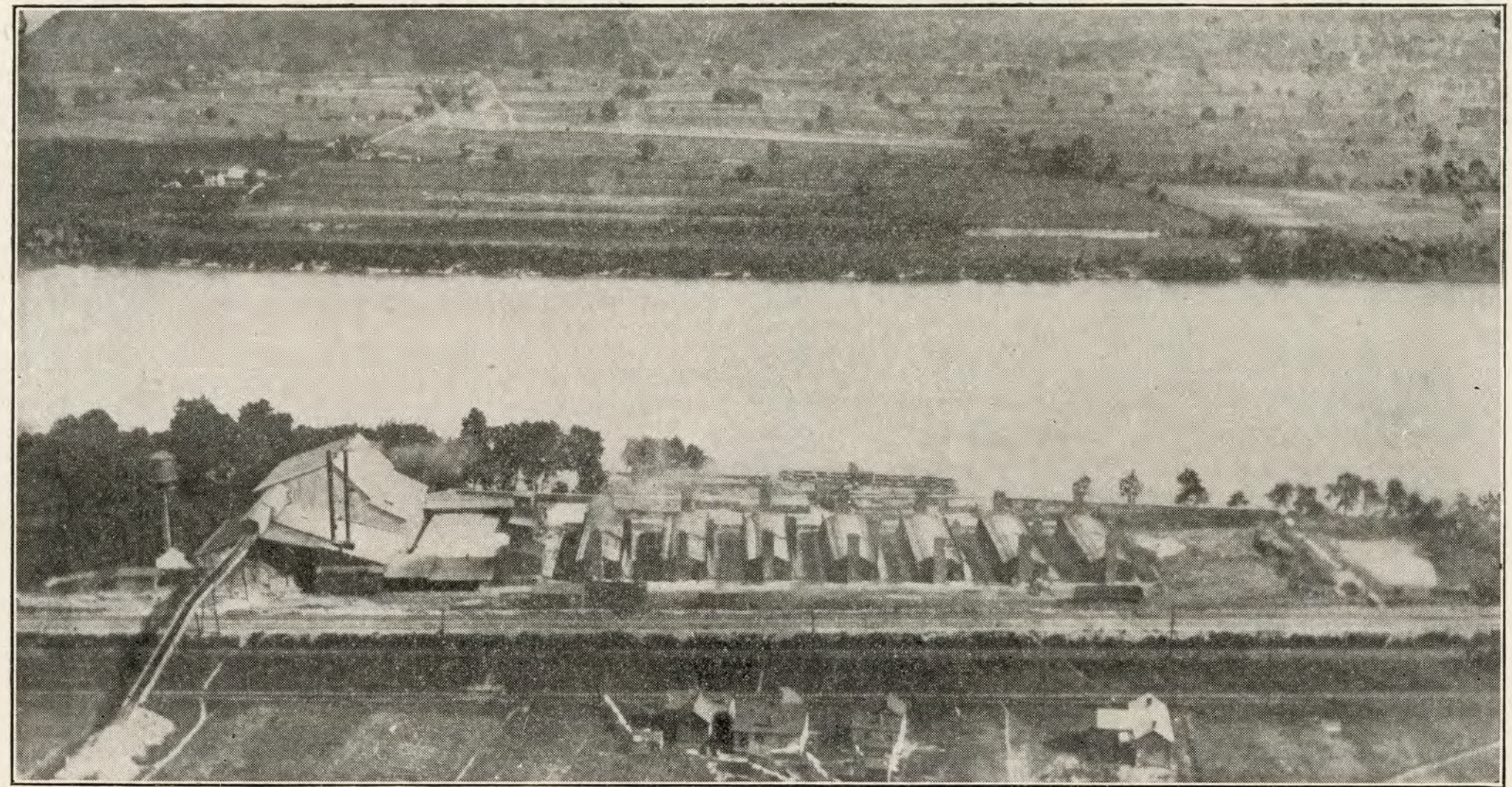
**THE STANDARD TELEPHONE CO.**

The STANDARD TELEPHONE CO., was organized and incorporated in 1908, taking over the Knox-Dickey Telephone Co., of Portsmouth, who had previously absorbed the Drake Telephone Co., of McConnelsville, O., and the Williams Telephone & Supply Co. The Williams Telephone & Supply Co., specialized on magneto apparatus and the Knox-Dickey Company gave most of their attention to central energy equipment. THE STANDARD TELEPHONE CO., having absorbed both, continue to manufacture the products of both, but have made many improvements and important changes, increasing the efficiency of the former products, so now with these changes has come a business which extends to every part of the United States and Canada. The company manufacture TELEPHONES and SWITCH-BOARDS, including WALL TELEPHONES, DESK SETS DROPS, RECEIVERS, ETC., guaranteeing that when apparatus is properly installed it will satisfactorily per-

form the service for which it is intended. The plant is splendidly equipped from a mechanical standpoint, fifty people given employment and three traveling salesmen cover the United States. Officers of the company are Messrs. WILLIAM R. FEE, President; JOHN E. WILLIAMS, Vice President, and E. W. RARDIN, Secretary and Treasurer.

### **PORTSMOUTH'S IMPORTANT BUILDINGS**

Some of the important buildings of Portsmouth are Washington Hotel, Damarin Building; Daehler Building, the Gilbert Grocery Co.'s Building, the Joseph G. Reed Co.'s Building, Turley Building, Anderson Building, Masonic Temple, a fine modern office building, the Horchow Building, Turley Block, and many others.



**Plant of Carlyle Paving Brick Co.**

### **THE CARLYLE PAVING BRICK CO.**

The CARLYLE PAVING BRICK CO. have provided superior facilities for the manufacture of their products and since their inception in 1904 have, by well directed effort and modern methods developed a most extensive business connection which extends to all States East of the Mississippi River. The plant is modern in all its requirements, equipped with every possible appliance and facility to produce PAVING BRICK of general

excellence and durability. The company was incorporated in 1904 with a capital stock of \$80,000.00 and a piece of ground was acquired 100 acres in extent. TEN MILLION BRICK yearly is their average production, ONE HUNDRED MEN employed and \$50,000.00 distributed every year in wages. The tonnage for 1907 was 45,000 tons. Officers of the company are Messrs G. E. CARLYLE, Pres.; SIMON LABOLD, V-Pres. and W. L. HITCHCOCK, Secretary.

Portsmouth has NATURAL GAS for factory and domestic use.

Portsmouth's Shoe factories turn out 15,000 pairs of shoes every day.





Gilbert Grocery Co.'s Building.

#### THE GILBERT GROCERY CO.

The straightforward aggressive methods of this firm has resulted in attracting to it a trade that extends from Cincinnati to Pittsburg, and to an equal distance North and South. THE GILBERT GROCERY is the oldest commercial institution in this section of the State, and from the time of its inception in 1832, to the present day, its affairs have been managed with commendable conservatism, yet at the same time has had applied to it progressive modern methods. The capital stock is \$150,000.00 and the volume of business transacted far exceeds that of any other similar institution, excepting the larger shoe factories that are located here. Their building is a five-storied, pressed brick structure, and with warehouse contains 60,000 square feet of floor space, and has been provided with every possible facility and convenience which could in any

way contribute towards the prompt handling of the business. A most comprehensive stock of STAPLE and FANCY GROCERIES, GROCERS' SUNDRIES, ETC., is carried, and ten traveling salesmen employed in addition to thirty-five in the house. Messrs. GEORGE M. APPEL, Pres.; GEORGE A. GOODMAN, V. P.; JOHN C. BAUER Sec., and W. M. BRIDGES, Treasurer, have directed the affairs of the company in such a manner as to produce the most gratifying results.



Joseph G. Reed Co.'s Building.

#### THE JOSEPH G. REED CO.

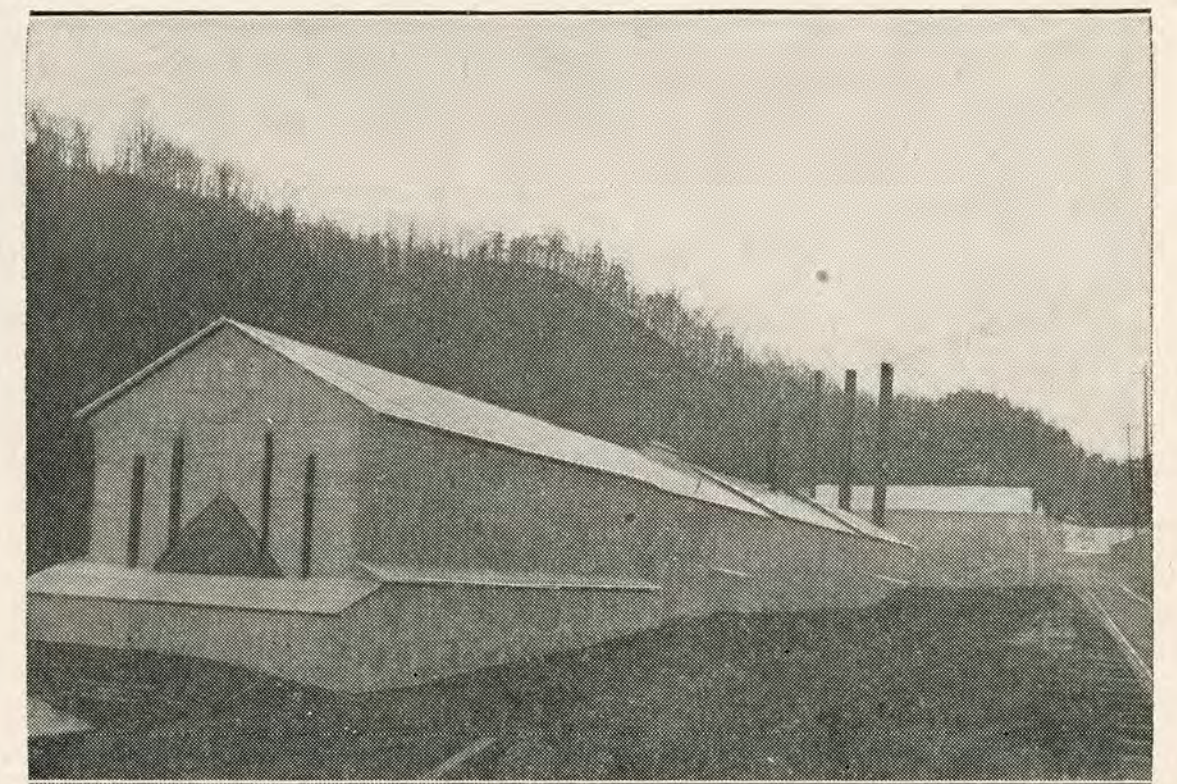
The facilities provided by THE JOSEPH G. REED CO., for caring for the trade of an extensive section of the States of OHIO, KENTUCKY and WEST VIRGINIA, are not equaled by any similar institution operating in this section of the United States. The company was established in 1873 and incorporated in 1902 with a capi-

tal stock of \$150,000.00 to carry on a WHOLESALE DRY GOODS and NOTION business. Their building located at 44-46-48 West Second Street, is one of the handsomest and most substantially constructed structures in the country. The outside is of light colored pressed brick, five-storied, and built of re-inforced concrete. The interior is conveniently arranged for handling and displaying their comprehensive stock, and for its protection. The company gives employment to 28 people and eleven traveling salesmen cover the above named territory. This is the only institution of its character located here, and has always been an active element in the material development of the wholesale trade of Portsmouth.

#### FINANCIAL CONDITIONS

Financial conditions that agitated our country during the year 1907, had a natural tendency to restrict business and effect different lines of trade. Despite these conditions, Portsmouth held her own and increased in wealth every month.

There are a greater percentage of men owning their own homes in Portsmouth than any other city in the State.



York Portland Cement Co.



**SOCIAL CLUBS AND ORGANIZATIONS.**

The Commercial Club, composed of the business men of the city, heads the list, Young Men's Republican Club, Portsmouth Cycling Club, Portsmouth Bar and Library Association, Portsmouth Driving Association, Germania Maennerchor, Employers' Association and Hempstead Academy of Medicine, and several others of minor importance.

The tonnage of the Ohio River exceeds that of New York Harbor—PORTSMOUTH is on the Ohio River.

**R. E. BRADY.**

Not the least important in a manufacturing community or any other for that matter is the manufacture and distributor of SOFT DRINKS. In this proper respect we wish to call the attention of our readers to the establishment conducted by MR. R. E. BRADY located at 560 Robinson Avenue. MR. BRADY has provided proper machinery and has a thorough knowledge of the business. He established the plant two years ago and has developed a most substantial trade locally. His factory is 20x60 feet square, two storied, well equipped and two wagons are constantly employed to take care of the trade of this section. All the usual and many SPECIAL FLAVORS are manufactured and the products of this factory have attained prominence and wide sale by reason of the fact that they are as PURE and wholesome as experience and a desire to use pure ingredients can make them.

**LIBRARIES.**

Portsmouth has a magnificent Carnegie Library, capable of easily storing 60,000 volumes, and contains at the present time over 30,000 volumes. It is constructed of stone, of an attractive architectural style, and represents an investment of over \$100,000.00. In addition to the Carnegie Library reading rooms, the Hamilton-Peebles Y. A. C. A. Christian Scientists, the clubs have extensive and well supplied reading departments.



**SMITH LUMBER CO.**

This company was established in 1899, incorporated in 1901 with a capital of \$20,000 and is one of the most important of its character located here. They manufacture PLANING MILL PRODUCTS and transact a general jobbing business in LUMBER, MILL PRODUCTS and BUILDING SUPPLIES. The plant is a modern one and is equipped with the latest mechanical appliances usually found in an up-to-date plant of this character. It is 128x250 feet, having side tracks on

the BALTIMORE & OHIO S-W., and the Norfolk & Western Railways and gives employment to 100 workmen, who require the distribution of \$1000 weekly in wages. The trade of the SMITH LUMBER CO., extends to the territory contiguous to Portsmouth and their manufactured products have gained a high reputation by reason of their general excellence and superior quality. Officers of the company are, Messrs. J. W. SMITH, President; G. T. ELLIOTT, Secretary and Treasurer, and C. E. FROWINE, Vice President.

**HENLEY LUMBER CO.**

This company was established and incorporated in 1906 by Messrs. J. A. SALMON, President; JOHN PEEBLES and S. C. PEEBLES, Secretary and Treasurer for the manufacture and wholesale distribution of ROUGH and DRESSED LUMBER. The company is amply equipped with every necessary requisite to manufacture their product, facilities for its prompt shipment and a supply always on hand adequate to its possible needs. Their trade extends throughout the Central and Eastern States and the amount of lumber handled last year aggregated THREE MILLION FEET.

The Ohio Valley from the Scioto River to the Big Sandy is the natural route of the fabulous wealth of the Virginias and the rich Southwestern Seaboard to the great Northwest. Portsmouth is a stopping place on the line.

**TOTAL LIABILITIES.**

Total Liabilities .....\$869,690.23

**TAX RATE.**

Tax Rate 1907, \$3.40 per 100 on a very low valuation.



### J. M. AUGUSTIN.

The wholesale interests of Portsmouth are gradually increasing the scope of their operation and of the important institutions of this character located here is the WHOLESALE GROCERY business presided over by MR. J. M. AUGUSTIN which is located at 46-48 Gallia Street. Mr. Augustin established this business in 1892 and has since enjoyed a substantial trade throughout local territory. He employs five people and one traveling salesman takes care of the city trade.

### RECENT ISSUE OF SEWER BONDS.

The City has just issued bonds to the extent of \$20,000.00; \$5,000.00 payable Aug. 1st, 1925; \$5,000.00 payable Aug. 1st, 1926; \$5,000.00 payable Aug. 1st, 1927, and \$5,000.00 payable Aug. 1st, 1928. They are coupon bonds in denominations of \$500.00 each.

### VALUATION. POPULATION. TAXATION.

Assessed Valuation 1907, \$7,920,026.  
Actual Valuation (Estimated,) \$16,000,000.00.

### POPULATION.

Population, 1900, 17,870; estimated 1908, suburbs included, 32,000.

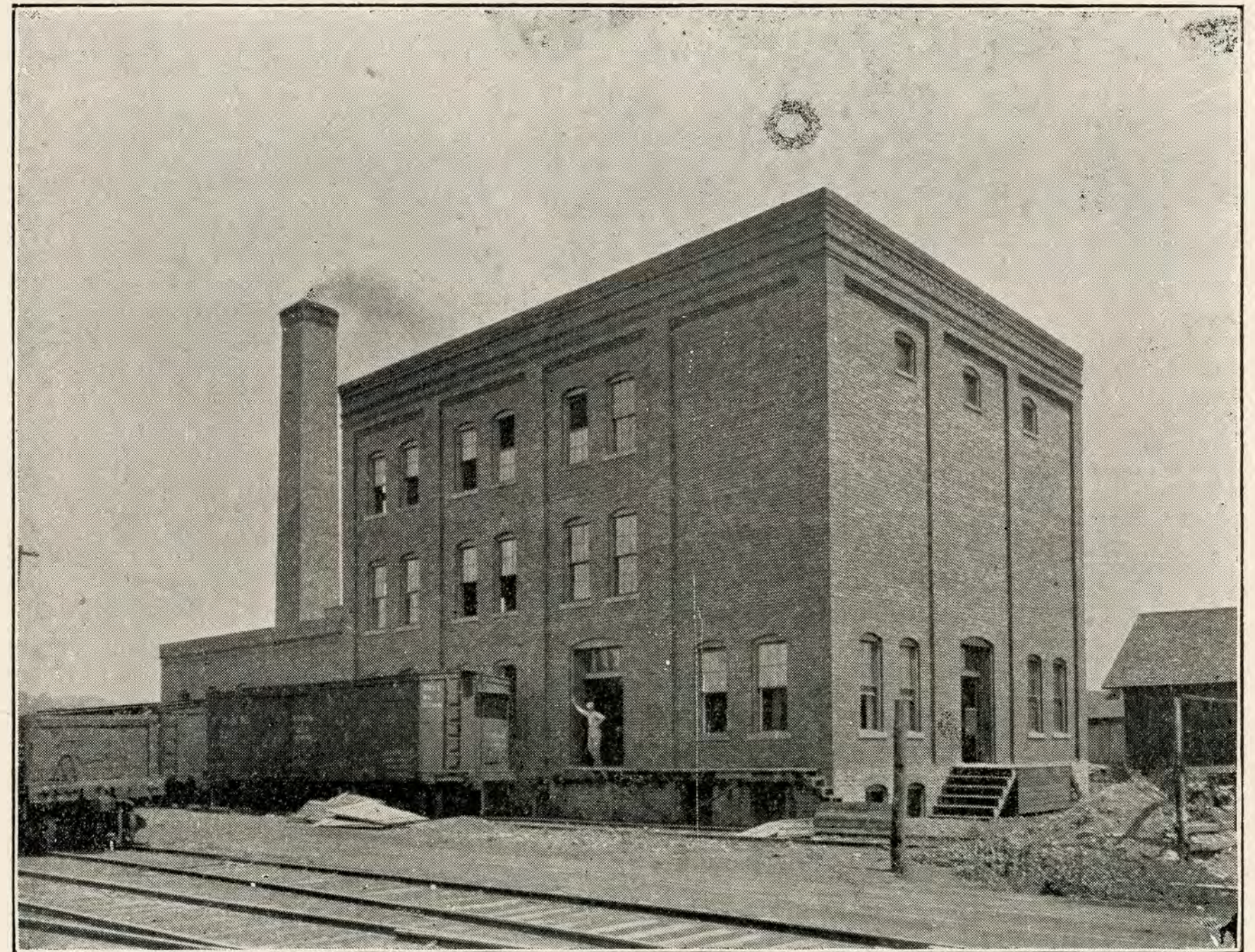


Grimes Mill & Elevator Co.

### H. S. GRIMES.

The above named gentleman has been closely identified with the commercial development of Portsmouth for the past thirty years, and in addition to the WHOLESALE GRAIN business operated by him, a busi-

ness connection has been made with several other important commercial and manufacturing concerns of this city. Mr. Grimes long ago recognized the splendid advantages and resources of Portsmouth, and has always been most active in furthering projects which have had for their basis the extending of Portsmouth's prestige



Portsmouth Cereal Mills.

and influence along industrial and commercial lines. In the GRAIN business which he has developed, a business is transacted which extends to all parts of this and adjoining states. The general offices of the company are maintained at 100 Elk Bldg.

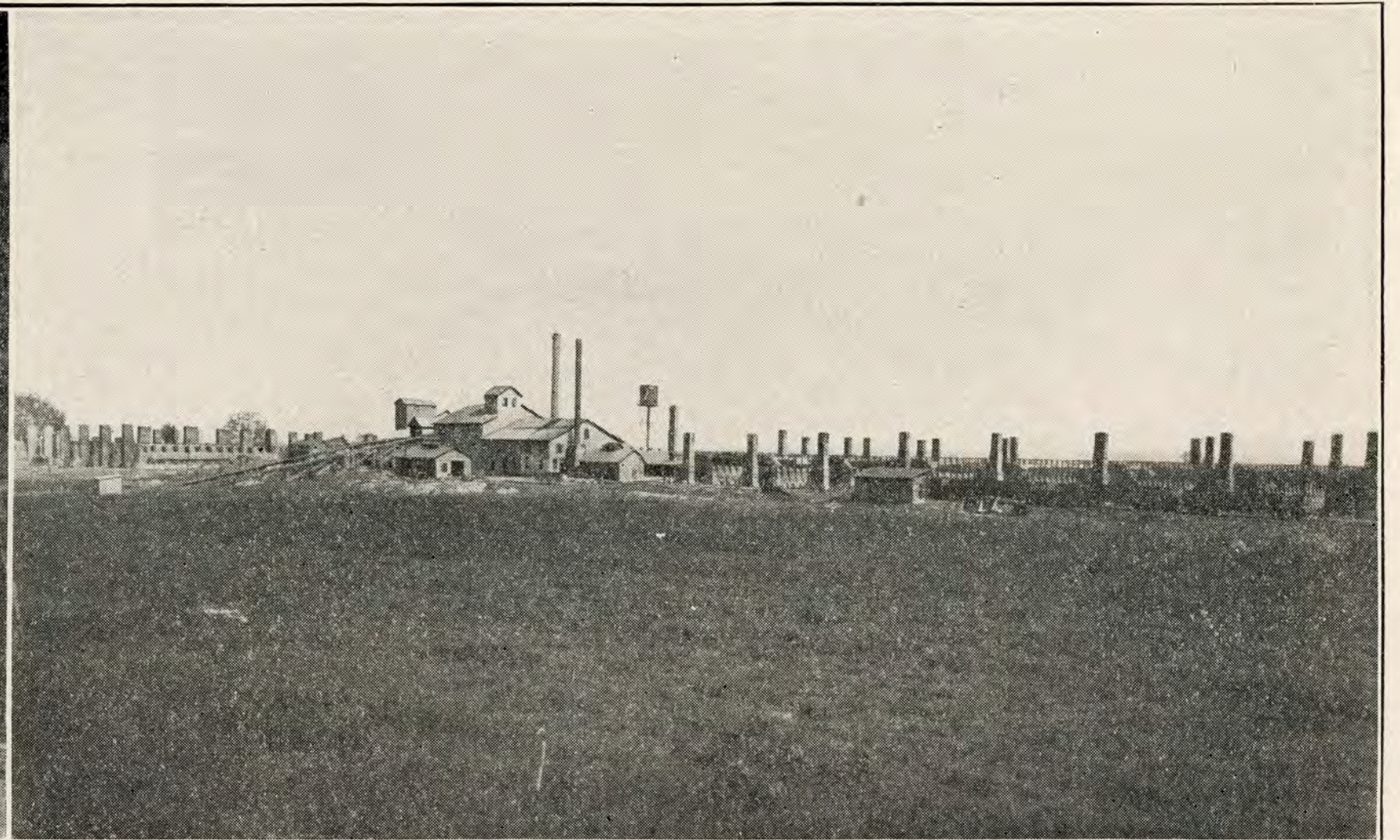




Plant of The T. M. Patterson Paper Box Co.

#### THE T. M. PATTERSON PAPER BOX CO.

Very few people fully realize the extent and magnitude of the manufacturing interests of Portsmouth, or what elements in the business life here are entitled to serious consideration. THE T. M. PATTERSON PAPER BOX CO. is one of Portsmouth's manufacturing institutions that has enjoyed a most enviable reputation for the past twenty-six years. While the business has been established a long time, it was not until 1906 that it was incorporated with a capitalization of \$30,000.00. The plant is well equipped with all modern machinery and appliances, and while all kinds of PAPER BOXES are manufactured, a specialty is made of SHOE BOXES for the trade at home and abroad. A Forty Thousand Dollar annual business is transacted, sixty-one people employed, and over TEN THOUSAND DOLLARS distributed yearly in wages. Officers of the company are Messrs. T. M. PATTERSON, Pres. & Gen. Mgr.; JAMES PATTERSON, Vice Pres. and Supt., and M. P. EVERARD, Sec. and Treasurer.



Plant of Peebles Paving Brick Co.

#### THE PEEBLES PAVING BRICK CO.

THE PEEBLES PAVING BRICK CO. enjoys the distinction of being the largest and most efficiently equipped plant in the world manufacturing PAVING BRICKS. Some statistics regarding its resources and facilities may be of interest to our readers at home and abroad. It was established and incorporated Feb. 3rd, 1902, and capitalized at \$100,000.00, does an annual business of \$200,000.00 and covers twenty acres. The plant is a model of efficiency and productive capacity, manufacturing the enormous amount of 20,000,000 PAVING BRICK every year, and is operated by NATURAL GAS. One hundred and fifty men are employed about the plant and shale mines, who were last year paid \$49,276.00 in wages. This firm covers the whole territory East of the Mississippi River, and have developed a large business connection by reason of the superior quality of their product. The officers are Messrs. JOHN PEEBLES, Pres.; ADAM BUCH, V. P. and Mgr., and S. C. PEEBLES, Sec. and Treasurer.

Portsmouth has NATURAL GAS for burning building brick.

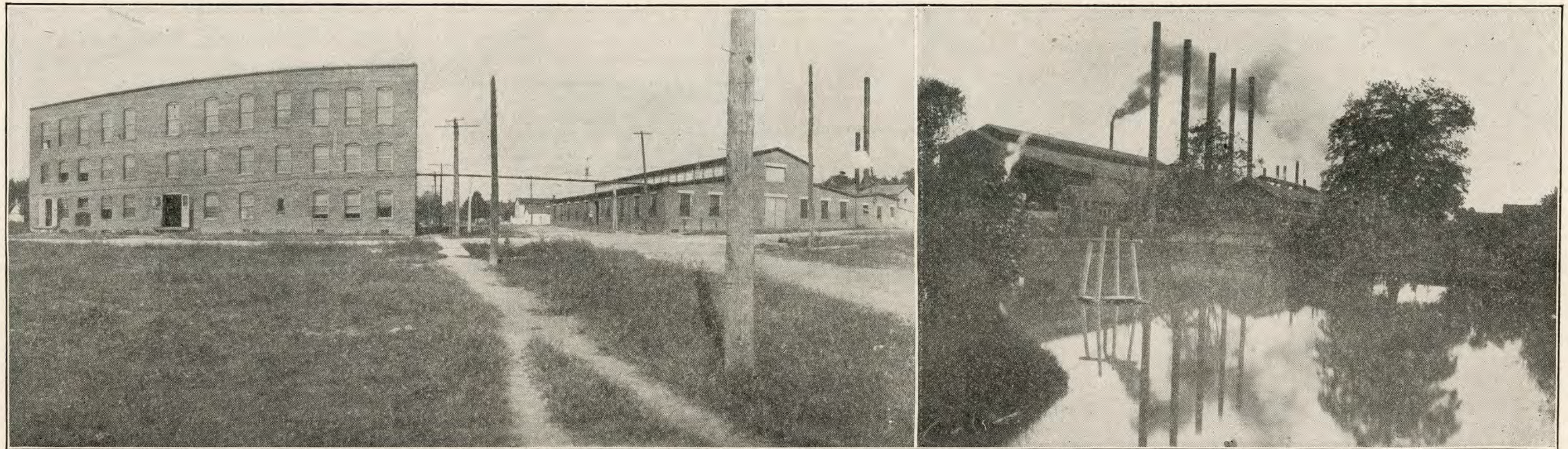
#### FIRE CLAYS.

It was during the year 1864 that mineralogists from Wales discovered the great fire clay deposits in the territory immediately contiguous to Portsmouth. They noted the great similarity of these clays to the best clays of England and Germany, and since that time the business of mining and utilizing them has been a most potent factor in Portsmouth's material development.

The supply is practically inexhaustable, and is remarkable for its uniformity of quality, so that a batch once developed can be duplicated from year to year with an almost absolute certainty. In this territory both the "Flint and Plastic" Clays are treated, and a vast amount of capital has been invested in the manufacture of FIRE and PAVING BRICK and one of our factories is the largest of its character in the world.

In all Plastic Clay mines, the world over, a stratum of poor clay lays just above the best grade. Both grades must be utilized in some way to make the business profitable, so that plastic is used for Paving Brick and the best grades for Fire Brick.





The Wait Furniture Co.'s Plant.

#### THE WAIT FURNITURE COMPANY.

No doubt there are very few people in Portsmouth who realize or know that a manufacturing institution is operating here with the capacity to turn out a complete sideboard every thirty minutes, not to speak of the other lines manufactured. This can be done, in fact, is being done every day by THE WAIT FURNITURE CO., who make a specialty of the manufacture of SIDE-BOARDS and BUFFETS. The plant is modern in every particular, has forty-five thousand feet of available floor space, employs about 95 people and distributes \$35,000 annually in wages. The company was established and incorporated in 1897, has a capital of \$100,000.00 and does a yearly business of \$135,000.00. Four traveling salesmen cover the United States with their line and a most substantial business connection has been developed. They averaged about four cars a week all last year, shipping about 6,500 sideboards and using 800,000 feet of oak lumber. Officers of the company are Messrs. B. H. DILLON, Pres., and JNO. G. DILLON, Vice Pres. and Treasurer.

#### PORTSMOUTH SHOE TRADE.

No city of equal population in the world manufactures the number of shoes that are turned out of Portsmouth's factories every day in the year. There are six factories here with a capacity of twenty thousand pairs of shoes per day, but at the present time are running short of their normal capacity and manufacturing approximately fifteen thousand pair daily. Four Thousand people are given employment at the present time, but this number will shortly be increased to five thousand when they resume operation at normal conditions. The amount of leather used in the manufacture of shoes constitutes a most important industry in itself, as about one million, two hundred thousand hides, large and small, were used last year. The cartons for the shoes are nearly all manufactured here, and approximately TEN THOUSAND DOLLARS PER DAY is distributed throughout this section by the shoe factories operating here in wages, exclusive of the vast amounts paid out for incidental expenses.

Plant of Portsmouth Steel Co.

#### THE PORTSMOUTH STEEL CO.

This is by far the most important industrial institution at Portsmouth. THE PORTSMOUTH STEEL CO.'S plant was first erected in 1871, destroyed by fire in June, 1898, rebuilt in 1898-9, and put in operation April, 1899, but the business was not incorporated under its present management until 1902. The plant covers 57 acres, gives employment to about 600 workmen and pays out in wages \$350,000 every year. Its equipment consists of five 40-gross-ton open-hearth steel furnaces (one acid and four basic), the necessary soaking pits, one blooming mill, one 28x60 inch, jobbing mill and one 3-high 30x84 inch plate mill. The first acid and basic steel was made in this plant in April, 1899. Iron and Steel Foundries are connected with the works and the whole plant has an annual capacity of 75,000 tons of basic ingots, 25,000 tons of acid ingots, 600 tons of steel castings, 100,000 tons of billets and slabs 50,000 tons of heavy plates 10,000 tons of light plates and heavy sheets, 10,000 tons of tie plates and 600 tons of iron castings. This vast enterprise is under the direct management of MR. J. R. HOUSTON, in the capacity of General Manager.

Portsmouth has four free reading rooms.



## THE NORFOLK & WESTERN SHOPS.

The Norfolk & Western Railway maintains repair shops at this point which pay out to employes approximately about ONE MILLION DOLLARS yearly.

## THE PRICE BROS. MFG'RS. CO.

This concern is one of the substantial institutions which has helped make Portsmouth known as a most desirable location for any character of commercial enterprise. They established themselves here in 1905, and incorporated the next year for \$10,000.00. Their building is a three-storied substantial structure, 60x50 feet, and is well adapted for its purpose, that as a repository for BUGGIES, WAGONS and AGRICULTURAL IMPLEMENTS which the firm handle. They give employment to five people here, in addition to those employed at the JACKSON and CIRCLEVILLE stores operated by them, and have five traveling salesmen. The firm are direct selling agents for the BECKER WAGONS, DAVID BRADLEY, ROSS SUPPLY CO., HAYES PUMP & PLANTER CO., and the JACOBS ENGINE CO. The members of the firm are Messrs. JAMES H PRICE, Pres.; JOHN H. PRICE, V. P.; W. A. PRICE, Sec. and Treas., and M. J. and H. Price are connected with the concern in various capacities.

## INDUSTRIAL SITUATION.

Portsmouth's factories have continued to run during the past year with only a slight reduction of employes, the combined number employed during the busiest season of the year averages about TEN THOUSAND, and at no time during the past year has the number of employed ever fallen below EIGHT THOUSAND, of which the shoe factories employ FIVE THOUSAND.

The Portsmouth Steel Co., is one of the largest institutions here.

Portsmouth has four free reading rooms.

Portsmouth has a splendidly equipped and ably operated Street Railway system.



Anderson Bros. Co.

## ANDERSON BROS. CO.

Some statistics regarding one of our largest and most important DEPARTMENT STORES may be of interest and help give the prospective investor some adequate idea of the magnitude of Portsmouth's retail interests. The store of ANDERSON BROS. CO., is conducted upon the departmental system, splendidly equipped in the way of fixtures and carries a most comprehensive stock usually found in similar institutions located in much larger cities. The business was established in 1874, incorporated in 1904 with a capital of \$90,000, and at the present time is transacting an annual business aggregating a QUARTER OF A MILLION DOLLARS. The building is four storied and contains 47,337 square feet of available floor space, utilizes two wagons and give employment to sixty people. The officers of the company are, Messrs. WM. B. ANDERSON, President; W. W. ANDERSON, Secretary and Treasurer, and CHAS. N. ANDERSON, Vice President.

## FREIGHT RATES.

As an Ohio River point, Portsmouth's Railroad Rates, in and out, are low, and excellent facilities are afforded here for the shipment of all kinds of merchandise by jobber and manufacturer.

## THE BUSTER NOVELTY CO.

The above concern has amply demonstrated the desirability of Portsmouth as a most excellent location for manufacturing institutions. THE BUSTER NOVELTY COMPANY, is one of the substantial industrial concerns, not only from the fact that it gives employment to about sixty-five people, but that its products are distributed to all parts of the world. THEY MANUFACTURE SPECIALTIES of all kinds, but up until recently have confined their efforts to the production of REPEATING TOY PISTOLS and CAPS, under their own patents. The company has been in existence since 1901 and is capitalized for \$20,000. One salesman is employed who covers the United States, selling only to the largest jobbers in each city. The business is directed by MR. E. T. ADAMS, President and General Manager.

## COBURN BROS.

The above named firm operate one of the important flour milling companies of this section. The business has been in existence since 1903, and by well directed business effort, producing a superior quality of FLOUR MEAL and FEED STUFFS and by applying straightforward methods have built up a most substantial trade which extends to all parts of this section. The mill is a three-story building, with 15,000 square feet of floor space, adequately equipped with proper facilities and modern machinery. MR. O. M. COBURN, the present proprietor, has been active in making prominent and attracting a wide sale for his products.

Portsmouth has twenty miles of paved streets, and adding more every year.

Portsmouth business men are always ready to welcome the manufacturer looking for a location.



## MADE IN PORTSMOUTH.

For information address the Portsmouth Board of Trade or FREIGHT TRAFFIC DEPARTMENT of the Baltimore & Ohio S.-W., Cincinnati, Ohio.

Artificial Stone,  
Blank Books,  
Paving Brick,  
Brick Dies,  
Candies,  
Passenger Cars,  
Brass Castings,  
Cereal Products,  
Drugs,  
Gloves,  
Harness,  
Pig Iron,  
Corset Laces,  
Mineral Waters,  
Mufflers,  
Pistols,  
Men's Shoes,  
Slippers,  
Rims,  
Stoves,  
Whetstones,  
Gas Engines,  
Cotton Pickers,  
Architectural Iron Work,  
Portland Cement,  
Cartons,  
Tiles,  
Bedsteads,  
Hall Racks,  
Tables — Dining, Office  
and Library,  
Boilers,  
Motors,  
Valves—Hydraulic Whistles,  
Baking Powders,  
Boxes—Paper and Wood,  
Fire Brick,  
Brooms,  
Cabinet Work,  
Carriages,  
Steel Castings,  
Cigars,  
Drain Tile,  
Gas Fixtures,

Ladies' Shoes,  
Skirts,  
Steel Products,  
Wood Veneers,  
Lumber,  
Automobiles,  
Gasoline Engines,  
Grate Bars,  
Galvanized Iron Work,  
Bugies,  
Sash, Doors and Blinds,  
Chairs,  
Suites—Parlor and Bedroom,  
Wardrobes,  
Drills—Machine,  
Pumps—Steam and Hydraulic,  
Heavy Castings,  
Beer,  
Brick,  
Fancy Bldg. Brick,  
Burial Vaults,  
Freight Cars,  
Wagons,  
Cement Blocks,  
Clothing,  
Furniture,  
Electric Fixtures,  
Ice,  
Knit Goods,  
Medicines,  
Monuments,  
Novelties,  
Cast Iron Ranges,  
Children's Shoes,  
Spokes,  
Stone Products,  
Planing Mill Products,  
Washing Machines,  
Automobile Trucks,  
Fertilizers,  
Cornices,  
Bottled Soft Drinks,  
Saddles,

Music Strings,  
Machinery,  
Steel Ranges,

Machinery Repairs,  
Gears and Gearing,  
Locomotives.

Hollow Ware,  
Manufactured Iron,  
Shoe Laces,

Chiffoniers,  
Dressers,  
Washstands,

# HOW WE HAVE GROWN!

## OUR MOTTO IS ONWARD

### ESTABLISHED 1874

COR. COURT AND 2d. STS.

109 W. 2d. ST. 120 W. 2d. ST. 134 W. 2d. ST.

OUR PRESENT QUARTERS.

### THE MARTING BROS. CO.

This business has been closely identified with the commercial life of Portsmouth for the past thirty-six years. The store, on the corner of Sixth and Chillicothe street is completely stocked with DRY GOODS. NOTIONS, LADIES' AND MISSES "READY-TO-WEAR GOODS" and FURNISHINGS, and, in fact everything to be found in an up-to-date establishment of this character in a

much larger city. The company was incorporated in 1906 and has a capital stock of \$100,000, transacting a yearly business which aggregates \$170,000. 24,000 square feet of floor space is available for storage and selling space and THIRTY PEOPLE are employed in this DEPARTMENT STORE. The members of the firm are Messrs. FRANK L. MARTING, ALBERT F. MARTING, JOHN VOELKER, LOUIS VOELKER and CLARA SCHIRMAN.





#### PORTSMOUTH VENEER & PANEL CO.

The Portsmouth Veneer & Panel Co., is an industrial institution of consequence and prestige in this community and whose manufactured products are distributed throughout every state East of the Mississippi River. The business was first started in 1897, but was not incorporated until 1901 with a capital of \$75,000, and since that time a business connection has been developed amounting to \$150,000 annually. Their products of BUILT UP LUMBER and VENEER have won a wide recognition and extensive sale by reason of their general excellence of manufacture and superior selection of raw product. The factory is perfectly equipped with every mechanical appliance and device known to the trade and all products manufactured are delivered with a commendable promptness. NINETY people are employed and THIRTY-TWO THOUSAND DOLLARS paid out in wages every year. The business and mechanical activities of the company are directed by MR. W. S. WALKER, in the capacity of General Manager.

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NATURAL GAS has been used in Portsmouth for the past three years.

#### PORTSMOUTH PAVING BRICK CO.

The importance of the brick manufacturing interests to Portsmouth cannot be imagined by those unfamiliar with the subject. They constitute a most essential element, and contribute a large portion of the industrial wealth of this section. One of the active institutions in this line, manufacturing PAVING BRICK, is the PORTSMOUTH PAVING BRICK CO. They have a splendidly equipped plant, provided with every necessary requisite in the way of machinery and turn out a PAVING BRICK of superior quality, whose many excellent features and durable qualities have gained for their product a wide sale throughout the United States.

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The city has several public parks, in addition to the splendid resort which the Portsmouth Street Railway has created at Millbrook. This is one of the natural beauty spots of this section of the State and is much admired by visitors.

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The Portsmouth Steel Co., is one of the largest institutions here.

#### THE PORTSMOUTH TELEPHONE CO.

THE PORTSMOUTH TELEPHONE CO., is one of Portsmouth's public utilities of which the city has every reason to be proud. Their excellent service, superior facilities and splendid modern equipment has placed this company in a position to furnish TELEPHONE SERVICE to the citizens of Portsmouth and vicinity that is without equal in the country. The company was organized in 1899 and from a modest beginning have extended their lines throughout Portsmouth and vicinity and by constantly increasing the efficiency of service rendered, TWENTY-FOUR HUNDRED phones have been installed, forty people employed and 15,000 calls answered daily without any effort or delay. The company has a capital of \$200,000, distribute about \$15,000 yearly in wages and reach every part of this section of the state. The officers of the company are Messrs. WILLIAM R. FEE, President and General Manager; JOS. S. McKELL, Vice President; W. V. SWARTZBAUGH, Treasurer and E. E. KNOX, Secretary.

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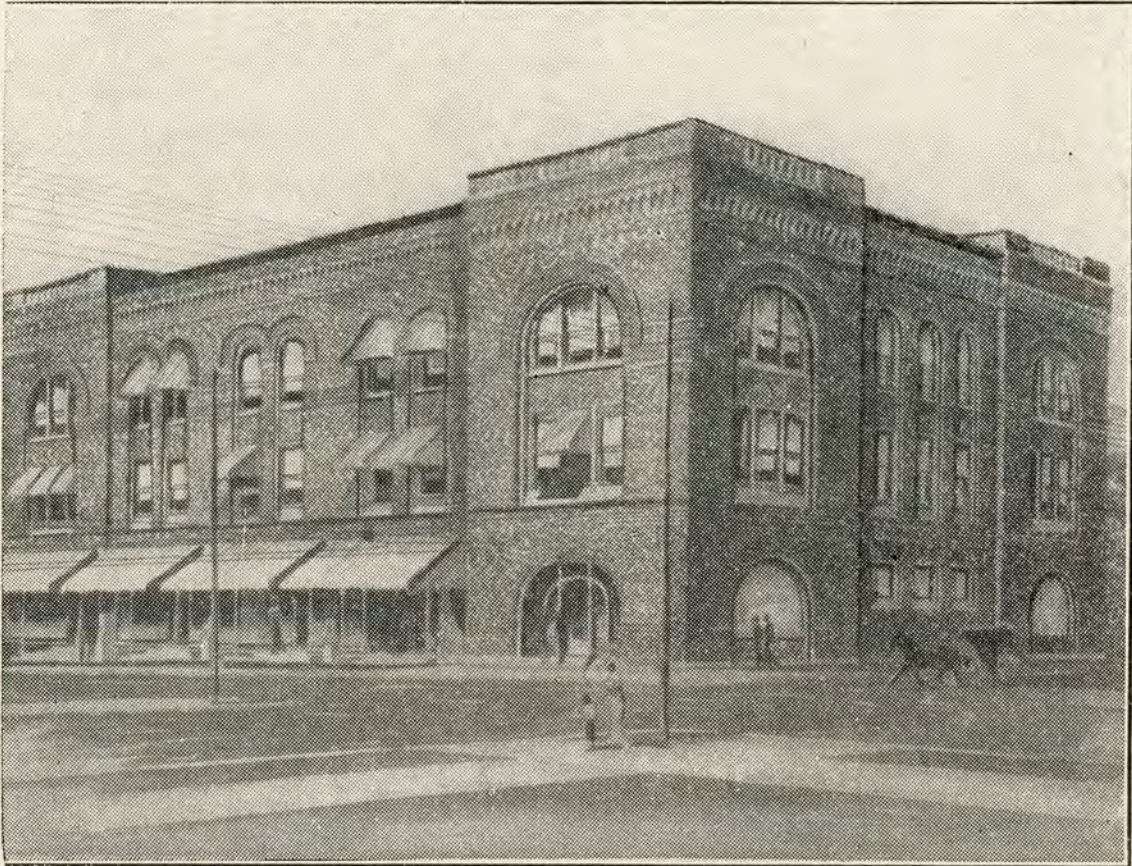
There are more shoe workers own their own homes in Portsmouth than in any other manufacturing city in America.



**THE VALUE OF PORTSMOUTH'S  
JOBGING TRADE**

Six Grocery jobbing establishments  
in Portsmouth distribute annually .....\$2,500,000.00  
The Grain and Feed Companies, both  
manufacturers and jobbers .....\$2,500,000.00  
Wholesale Drygoods, Notions, Hats,  
Millinery, Etc. ....\$1,000,000.00

Value of Product of Portsmouth's  
Shoe Factories .....\$7,000,000.00  
Value of Fire and Paving Brick man-  
ufactured and distributed from Ports-  
mouth .....\$1,000,000.00  
Various other manufacturers and  
distributors ..... \$250,000.00  
  
Grand Totals, .....\$14,250,000.00  
The above estimate is a conservative estimate of the  
value of Portsmouth manufactured products.



Fancy Grocery. C. H. GRISWOLD & SONS.  
GURLEY BLOCK

C. H. GRISWOLD & SONS.

In a work embodying information for the public at home and abroad, it is only fitting that such concerns should be mentioned that are entitled to serious consideration in the business life of the city. In this connection, the firm of C. H. GRISWOLD & SONS, whose high class grocery establishment is located in the TURLEY BUILDING, is the largest and most modern store of its character in this section of the State. They have recently moved next door to a room twice the size of the one formerly occupied and when properly equipped will have a most attractive and inviting establishment. Only the highest grade of STAPLE and FANCY GROCERIES will be handled, as formerly and a fresh meat department is being added where FRESH MEAT and packing house products of a superior quality will be carried for discriminating trade. The new store will be a model institution, modern in all its facilities and conveniences and will be in a position to not only handle the trade of Portsmouth, but of the immediate vicinity. Ten people will be employed and five wagons utilized for making prompt deliveries. Members of the firm are Messrs. CHAS. H. GRISWOLD, W. E. L. GRISWOLD, E. H. GRISWOLD, W. W. GRISWOLD and V. T. GRISWOLD.



Foundry



Machine and Erecting Shop

Plant of Portsmouth Machine & Casting Co.

**THE PORTSMOUTH MACHINE & CASTING CO.**

With its splendid geographical location, superb transportation facilities, proximity to raw material and extensive industrial elements, Portsmouth has great need of THE PORTSMOUTH MACHINE & CASTING CO., on account of the superior equipment and facilities which have been provided for manufacturing GAS ENGINES, BRICK MACHINERY and general machine work. Plans, estimates and specifications will be submitted for work of any character or magnitude in their line and all work is guaranteed to have incorporated into it the best of modern mechanical thought and materials. The plant is admirably situated, with side tracks for prompt shipment and handling of weighty objects and is equipped with every mechanical device and appliance usually found in a large establishment of this character. The foundry is in a position to turn out any kind of work in that line and only the best

of metals are used. Established in 1865, reorganized and incorporated 1907 with a capital of \$50,000, THE PORTSMOUTH MACHINE & CASTING CO. has placed itself in a position to attract to Portsmouth a large trade in this line and take care of it properly and promptly. Two buildings are owned by the company containing 360,000 square feet of floor space, eighty men employed and \$30,000 distributed annually in wages. MR. L. C. TURLEY is President; F. W. KNOWLES, Vice President, and D. EDWARDS is Secretary.

Portsmouth's FREIGHT RATES are always satisfactory because the Ohio River offers navigation at all times.



PORTSMOUTH'S OHIO RIVER TRAFFIC.

Accurate, or approximately accurate statistical information regarding the Ohio River tonnage is practically impossible to obtain. Reports of Portsmouth's business houses, River Transportation Companies and the manufacturing institutions indicate, however, that their trade with Ohio River points will reach an aggregate tonnage of TWENTY-FIVE THOUSAND TONS per month, in and out. Regular local packet lines ply between Portsmouth and Cincinnati, Pittsburg, Huntington, Charleston, Pomeroy and Rome and all landings between points.

The following boats in the trade at present are, THE MONIE BAUER, local daily boat between Portsmouth and Rome; Green Line Boats, operating between here and Cincinnati are the TACOMA, GREENLAND and GREENWOOD, which are also operated between Portsmouth and Pomeroy and Charleston.

The Pittsburg and Cincinnati Packet Company operate the Steamers VIRGINIA and QUEEN CITY, between Portsmouth and Pittsburg, stopping at all local landings.

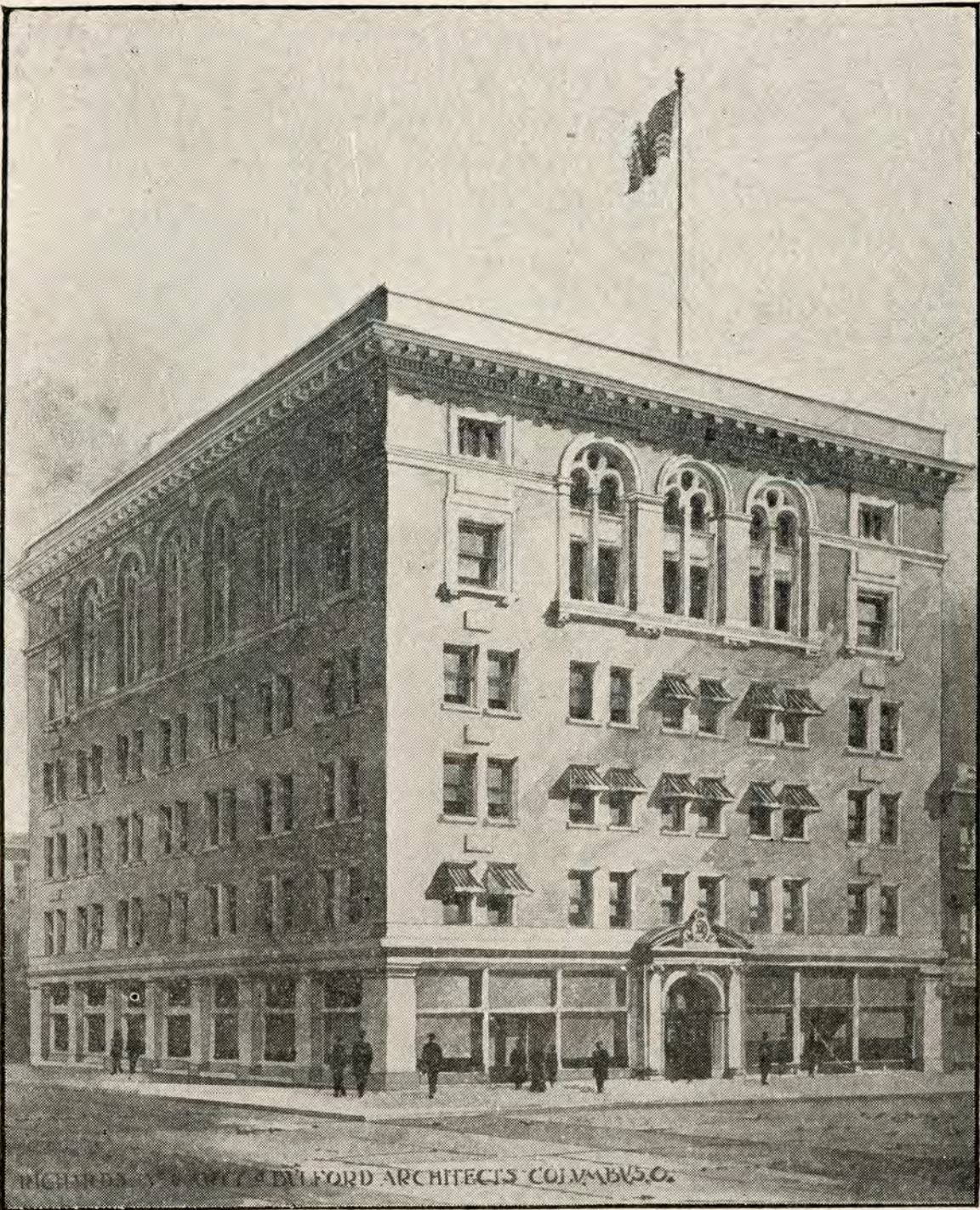
The Steamer GREYHOUND is a local daily boat between Portsmouth and Huntington, West Virginia.

The boats operating in the River trade in and out of Portsmouth have a tonnage capacity of THIRTY-FIVE HUNDRED TONS, which does not include the steamers of greater carrying capacity in use during the higher stages of water. Miscellaneous cargoes are handled with prompt and efficient service and the passenger traffic receives attention and facilities usually found on modern river boats.

Portsmouth's trade with distant rivers, such as the Mississippi and the Southern streams is respectable in proportions and constantly growing.



Old Masonic Temple



New Masonic Temple and Office Building

FACTS THAT SHOW PORTSMOUTH REAL ESTATE INVESTMENTS TO BE DESIRABLE.

Its natural advantages as a manufacturing, distributing and residential point.  
The large number of improvements now going on and projected for the immediate future.  
The serious attention it is now commanding from railroads and transportation corporations.  
The numerous applications from non-residents to invest in realty.  
The fact that her own citizens are commencing to realize the amazing growth and magnificent future industrial possibilities of Portsmouth.

GENERAL TAX LEVIES.

	Mills	Mills	Mills	Mills	Mills
	1903	1904	1905	1906	1907
State .....	1.35	1.35	1.35	1.345	1.345
County .....	7.15	7.65	6.75	6.755	7.755
School .....	7.00	9.00	9.65	9.65	9.65
Municipal .....	15.00	15.00	15.25	15.25	15.25
Total .....	30.50	33.00	33.00	33.00	34.00

COMPARATIVE TAX LEVIES.  
MUNICIPAL TAX LEVIES.

	1903 Mills	1904 Mills	1905 Mills	1906 Mills	1907 Mills
General .....	2.5	1.7	.7	.65	.1
Public Health .....	.5	.3	.4	.45	.45
Public Safety .....	3.0	3.0	2.5	2.0	2.0
Public Service ....	4.0	5.0	6.0	6.25	6.25
Hospital .....	.1	.2	.15	.2	.5
Library .....	.5	.3	.5	.7	.6
Sinking Fund .....	4.2	4.5	5.0	5.0	5.35
Blind Relief .....	.2				
Total .....	15.0	15.0	15.25	15.25	15.25



## PORTSMOUTH'S PUBLIC UTILITIES.

No city in the state anywhere approaching this population has the public utilities which have done so much for the future of the city. EIGHTEEN MILES of street railway with full equipment of cars, both large and modern, and ninety-pound steel rails, reaching all points of the city with ease. A belt line is being constructed which will practically encircle the city, bringing the entire city in touch with the down town section. Two telephone systems, with modern equipment, affording most efficient service to all parts of the city, rural sections, state and long distance trunk lines.

The electric Light is furnished by the Street Railway Company, who have a most up-to-date plant, furnishing electricity for illuminating and power purposes. A new WATERWORKS system is proposed for the near future, which will be adequate for all purposes for fifty years to come. An unlimited supply of NATURAL GAS is to be had for illuminating, domestic cooking and power purposes. This element has been found to be very satisfying to our large manufacturing institutions, from the standpoint of economy of operation and in addition adds very materially to the comfort and cleanliness of the city. Two telegraph offices are here, and direct and rapid communication may be had with all parts of the world by telegraph and cable.

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### NEUDOERFER & SILCOX.

This concern has been the outcome of several combinations and changes of partnership, taking place within the past twelve years. The company carries a full line of STAPLE and FANCY GROCERIES, GROCERS' SUNDRIES, ETC., and have traveling salesmen who cover Southern Ohio and Northeast Kentucky. Members of the firm are Messrs. L. F. NEUDOERFER and W. C. SILCOX. The business has been carried on along conservative lines and the results attained most gratifying.

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Portsmouth has retail establishments which employ as high as seventy-five people.

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The Baltimore & Ohio Southwestern is the NATURAL ROUTE EAST and WEST.



Damarin Block.

### THE BENDURE CO.

This institution is one of the recent acquisitions to Portsmouth's commercial life. The business was established and incorporated in 1905 with a capitalization of \$40,000. It is housed in the Damarin Building, a three-story modern brick, located at 99-101-103-105 West Second street. The BENDURE CO., occupy the whole lower floor which gives them 12,000 square feet

for selling space. Two wagons are used and twenty people employed in their operations. The stock consists of DRY GOODS, NOTIONS, LADIES' and Misses' FURNISHINGS, MEN and WOMEN'S SHOES, Etc. The store is attractively arranged and is conducted strictly upon the departmental system. The directors of the company are Messrs. T. D. BENDURE, A. M. DAMARIN, G. D. SCUDDER, THOS. YEAGER, and GEORGE SHEPARD.



**THE E. G. NAVE BROS. CO.**

General Contractors.

**THE NAVE, RYAN, CURTIS CONSTRUCTION CO.**

Railroad Contractors.

The scope of the operations of the firms whose names head this article are National in extent. Their general offices are maintained in Portsmouth and all operations handled from this point. They have completed satisfactorily and promptly some of the largest and most difficult Railroad and General construction work ever done in the United States. THE E. G. NAVE BROS. CO., make a specialty of GENERAL CONSTRUCTION work, taking contracts of any character or magnitude in concrete work, railway construction and municipal work and have provided extensive facilities for handling them expeditiously and properly. THE NAVE, RYAN, CURTIS CONSTRUCTION CO., have associated themselves with RAILROAD CONSTRUCTION only, no contract in this line is too large for them to complete, all work is done under the direct supervision of experienced engineers and guaranteed to have incorporated into it the best of modern constructive thought and methods. The contracts completed by the two firms amounted to \$1,306,186.38 in 1907-08, which does not include nearly two hundred thousand dollars worth of small contracts. The Kentucky State Fair Pavilion at Louisville, which was recently completed by this firm is the largest structure of its character in the United States. It was built of re-inforced concrete. As a matter of interest we mention some of the equipment which they have been forced to provide in order to handle their vast contracts successfully. Miles of Railroad Track, THIRTEEN Locomotives, FIVE STEAM SHOVELS, ONE HUNDRED and FIFTY CARS and FORTY head of mules. Officers of the E. G. NAVE BROS. CO., are Messrs. E. G. NAVE, President and Secretary; H. V. NAVE, Treasurer, and D. W. CURTIS, General Manager, and officers of THE NAVE, RYAN, CURTIS CONSTRUCTION CO., are Messrs. E. G. NAVE, President and Secretary; D. W. CURTIS, Vice President; H. V. NAVE, Treasurer, and GEORGE F. RYAN, General Manager.

The Baltimore & Ohio S-W. is contemplating the erection of new freight terminals in Portsmouth.

**THE B. & O. S-W. INDUSTRIAL DEPT.**

The Industrial Department of the Baltimore & Ohio S-W., is under the direction of Mr. H. A. Treudley, whose office is maintained at Cincinnati. In his office at Cincinnati he has a system of tabulated information pertaining to the various localities which would be impossible for one of less experience to get together.

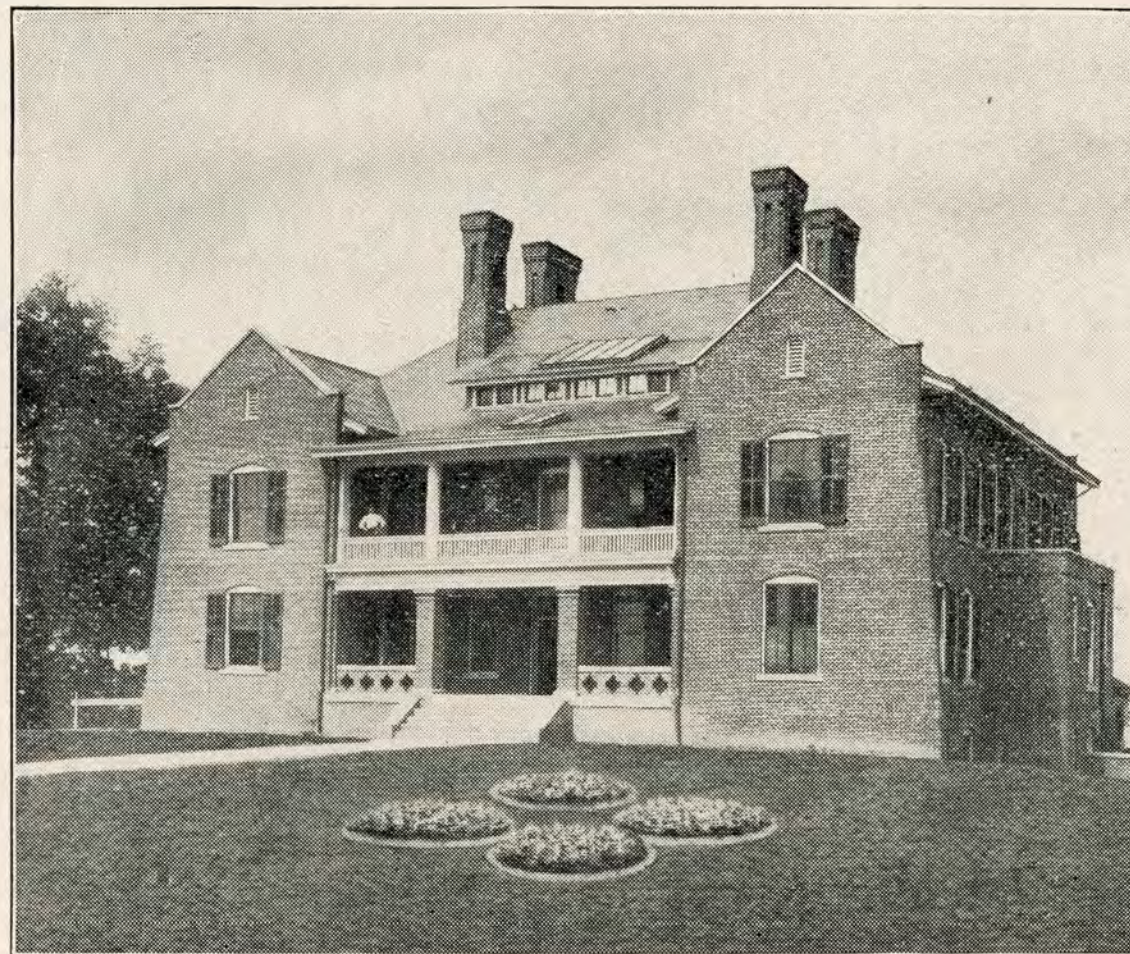
Mr. Treudley can tell you exactly the adaptability of every county through which the Baltimore & Ohio S-W. passes, the nature of its soil, what will grow best, and when and how it should be grown. He has quantities of descriptive literature setting forth the advantages of the territory contiguous to the Baltimore & Ohio S-W., and will be pleased to furnish those interested with this literature. Mr. Treudley has also made a deep study of the industrial possibilities of his territory and can furnish information as to the kind of industries best adapted to the State, and where they should be located.

The department acts without charge or profit, in order to establish the personal relation of helpfulness on its part and the appreciation on your part which we think ought to exist between the road and its patrons.

Address all communications to

MR. S. T. McLAUGHLIN, General Freight Agent, or

MR. H. A. TREUDLEY, Special Industrial Agent, Cincinnati, Ohio.



Portsmouth's dry goods, notion, hat, millinery and general wholesale houses, ship products amounting to ONE MILLION yearly.

Portsmouth manufactories turn out SEVEN MILLION DOLLARS' WORTH OF SHOES EVERY YEAR.

There is ONE MILLION DOLLARS' WORTH OF FIRE AND PAVING BRICK manufactured and shipped from Portsmouth annually.

The Baltimore & Ohio S. W. has always been a most important element in the material prosperity of Portsmouth.

When moving time freight between Portsmouth and New York, Philadelphia, Baltimore and other Eastern cities, if you desire the very best services, route products by the CONTINENTAL LINE, fast freight.





THE PORTSMOUTH BANKING CO.

OFFICERS.

F. B. KEHOE    PAUL ESSELBORN    ISAAC LEVI  
J. W. SNYDER, Secretary and Treasurer.

DIRECTORS.

F. B. KEHOE    PAUL ESSELBORN    ISAAC LEVI  
ED. J. DAEHLER    JOHN W. SNYDER

The following is a statement of the condition of this bank issued at the close of business August 18, 1908:

RESOURCES.

Loans on Real Estate.....	\$ 26,360.10
Other Loans and Discounts.....	105,120.73
Overdrafts .....	720.78
Furniture and Fixtures .....	4,175.00
Cash Items .....	1,317.08
Due from Banks and Bankers.....	<b>\$ 6,701.95</b>
Gold Coin .....	1,960.00
Silver and Fraternal Coin .....	<b>993.33</b>
National Bank and Treasury Notes..	<b>12,520.00</b>
	22,175.28
	<b>\$159,868.97</b>

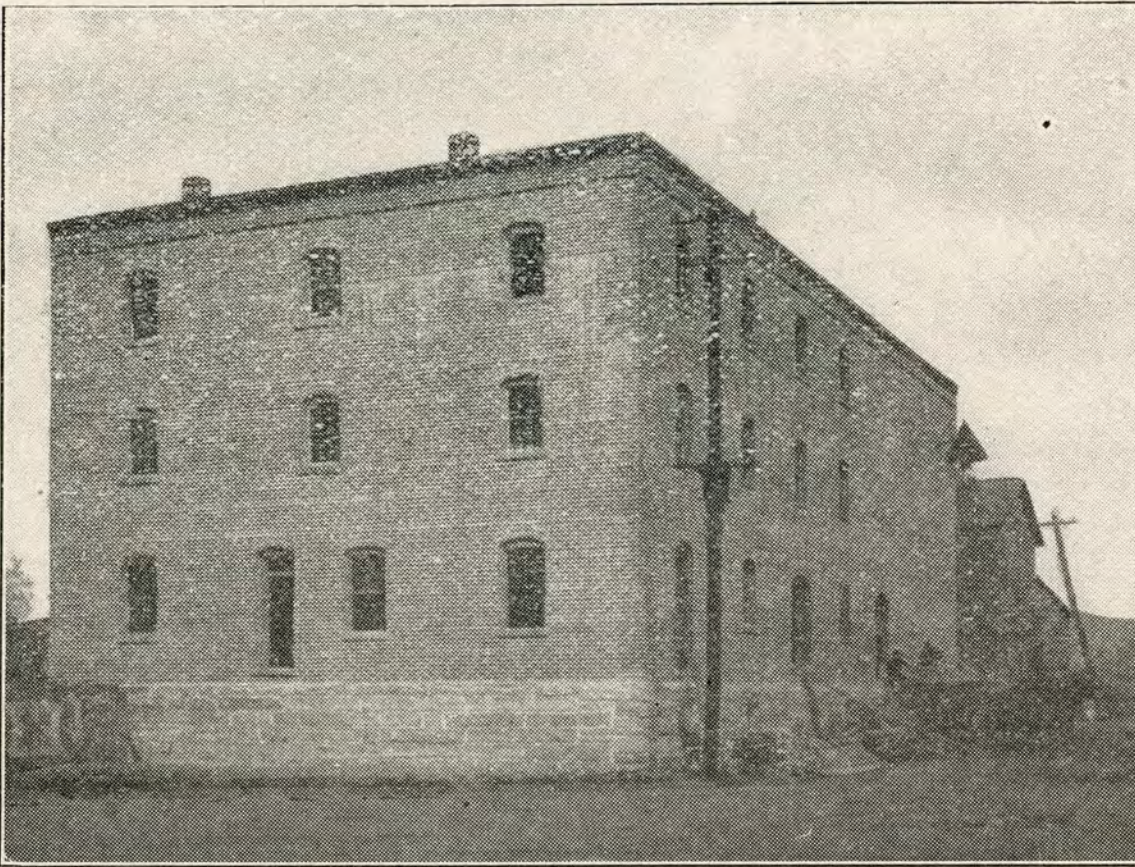
LIABILITIES.

Capital Stock .....	\$ 50,000.00
Surplus Fund .....	5,000.00
Other Undivided profits less expenses and taxes paid .....	1,677.04
Deposits subject to check.....	<b>\$86,421.22</b>
Other Demand Deposits ....	<b>16,227.21</b>
Cashiers' Checks .....	<b>543.50</b> ..... 103,191.93
Total .....	<b>\$159,868.97</b>

Portsmouth's jobbing trade amounts to FOURTEEN MILLION yearly.

Portsmouth's Wholesale Grocery establishments annually distribute over TWO AND ONE HALF MILLION DOLLARS' worth of products.

The Grain and Feed mills and companies operating in Portsmouth transact a business approximating TWO AND ONE HALF MILLION dollars yearly.



THE STOCKHAM CO.

Ice, Coal and Produce.

This concern has been a great advantage to Portsmouth, by reason of the fact that it has had provided for it superior facilities for the distribution of its manufactured product—ICE, and that it is in a position to care for and distribute products which must be kept in COLD STORAGE promptly to the surrounding country. MR. J. M. STOCKHAM, who owns and operates this establishment has placed before the business men of this community conveniences for storing vegetables, fruits, game, poultry, in fact everything of a perishable nature. All products are kept at their required temperature and efficient service given at all times in this department. In addition to the handling of PRODUCE, and the manufacture of ICE, a coal yard is operated and where only the best grades are handled. The company is capitalized for \$50,000, transacts a business amounting to \$100,000 annually, employs twenty-five people and commands the services of two traveling salesmen. Ten wagons are utilized and 15,000 feet of floor space is available in the factory and storage rooms.

The Baltimore & Ohio S. W. through its industrial department is always willing to assist prospective settlers.

THE H. LEET LUMBER CO.

Though but recently incorporated, the business of this concern is over fifty years old. Horace Leet, the founder of the business, is a veteran in the lumber trade. The plant is extensive, occupying eight acres and has several mills at other points. The company is capitalized for \$85,000.00, transacts a business approximating \$200,000.00 and supplies the trade of this section. Thirty men are employed, five wagons are used, and \$15,000.00 distributed in wages every year. They manufacture and distribute ROUGH and DRESSED LUMBER, DOORS, SASH, BLINDS, MOULDING, LATH and SHINGLES, and have a large business in Stair Work, Store Fronts and Fixtures and Interior Finish. The officers are Messrs. H. LEET, Pres.; P. C. LEET, V. P.; GEORGE W. SMALL, Treasurer and ALBERT GRAF, Sec. and Gen. Mgr.

SKILLED LABOR.

Labor in Portsmouth at the end of 1908 is scarce, as it is in all other parts of the nation. The rate per hour for SKILLED LABOR is as follows: Bricklayers, 47 cents; Hod carriers, 17 cents; Carpenters, 30 cents; Painters, 30 cents; Plumbers, 50 cents, and Laborers, 15 cents.

RELIABLE DATA

The statements made in this review are of a conservative and reliable nature. The editor believes that prospective investors and homeseekers will find upon investigation that PORTSMOUTH'S advantages have been underestimated rather than over stated.

PORTSMOUTH'S BUSINESS MEN

Generally speaking, the business men of this city are aggressive and ambitious, they are willing at all times to entertain any proposition that has for its purpose the betterment and upbuilding of the city. They extend a cordial welcome to all newcomers who are worthy of their consideration.



### THE BREECE MFG. CO.

No industrial institution of the city has grown and extended the scope of their operations within the short period that the BREECE MFG. CO. have been in existence. The company was established and incorporated in 1898, has a capital of \$100,000.00 and transacts a business amounting to \$200,000.00 yearly. Seventy-five people are given employment in a plant that is perfectly equipped from a mechanical standpoint and admirably located, with every possible facility for prompt shipment. They manufacture SPOKES, RIMS and VENEER, but at the present time are making a specialty of the manufacture of TABLE RIMS FOR EXTENSION TABLES. MR. JOHN T. BREECE, Pres. and Gen. Mgr. of the company, has by well directed business effort, extended the sale of their products until the whole of the United States and Canada has been covered.

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Portsmouth has two large STOVE FACTORIES who ship their products to all parts of the world.

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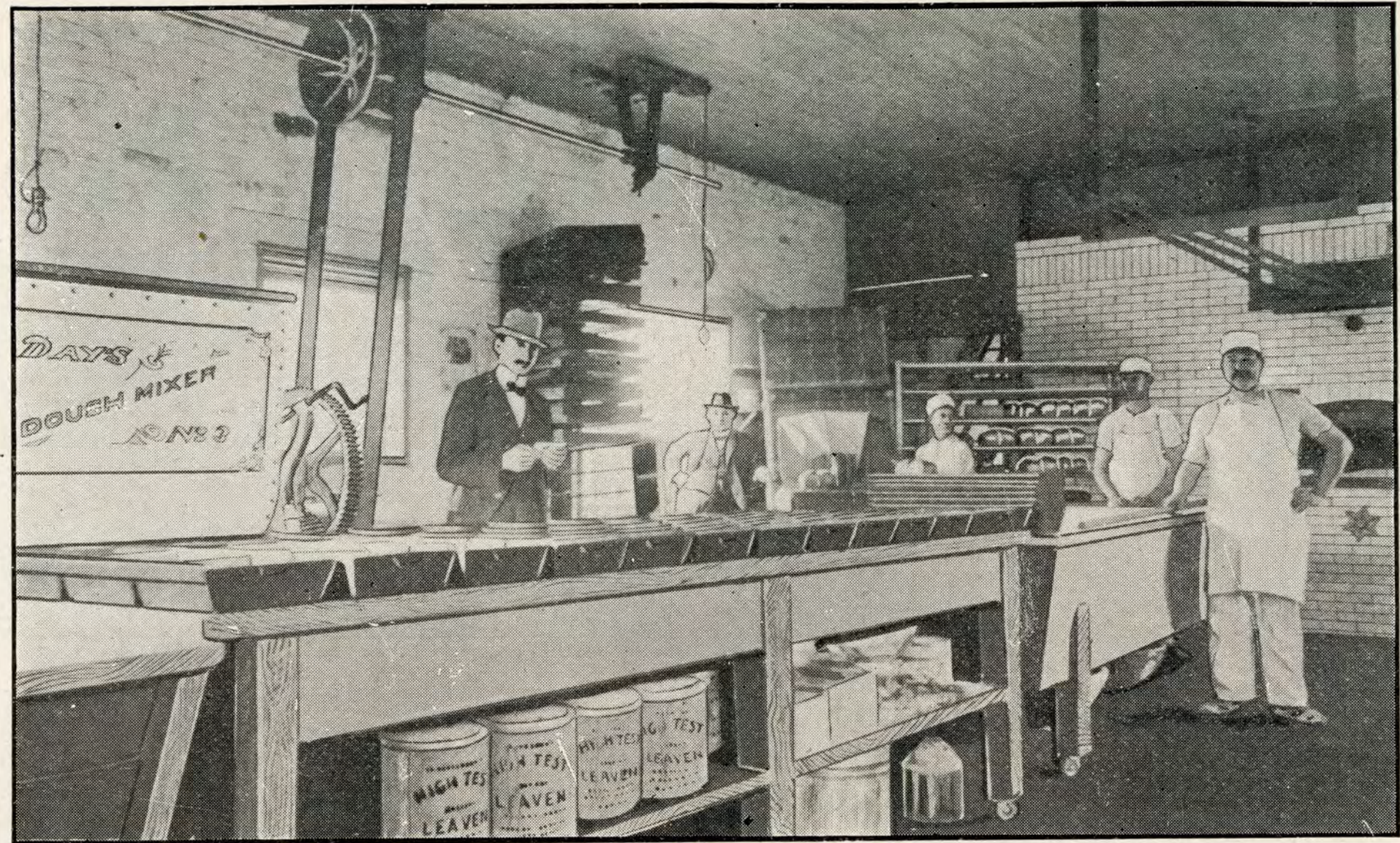
Portsmouth manufactured SHOES and BRICK are exported in large quantities.

### PORTSMOUTH CANDY MANUFACTURING CO.

This business was established in 1893 for the manufacture of CONFECTIONERY for trade, contiguous to Portsmouth. Five people are employed during normal business conditions and every necessary requisite in the way of equipment has been provided for turning out a superior quality of products.

### PORTSMOUTH BAKING POWDER & EXTRACT CO.

The only institution of its character located in Portsmouth is the Portsmouth Baking Powder & Extract Co. Established five years ago by Mr. J. M. AUGUSTIN and under his direction their products have attracted a substantial distribution, which extends to all parts of this section. Five people are given employment and a high reputation for purity and general excellence of manufacture has been gained by this company for their products.



Interior View of Adam Pfau's Bakery.

### ADAM PFAU, Proprietor of THE MODEL HOME BAKERY.

In a proposition of this character, which will give manufacturers abroad some adequate idea of our resources and advantages, every element in the City's growth and development should be mentioned. In this respect we take pleasure in stating some of the facilities which MR. ADAM PFAU has provided for taking care of the trade which the MODEL BAKERY enjoys. The MODEL BAKERY is located at 97 East Eleventh Street, and is one of the largest and best equipped in this section. Everything about the place suggests method, perfect sanitation and absolute cleanliness. MR. PFAU has extended his trade until his products are sold throughout Ohio, West Virginia and Kentucky, by reason of the fact that all of his ingredients are absolutely PURE and QUALITY is his motto. The business was started in 1898 and to-day a business is transacted amounting to \$25,000.00, three wagons are used, and

eight people employed, who receive about \$7,000.00 yearly in wages. All patrons are invited to inspect the plant so as to assure themselves that perfect cleanliness and sanitation is preserved throughout, and by reason of this fact the famous "QUAKER BREAD" has attained its extensive reputation.

### LABOR'S ADVANTAGES IN PORTSMOUTH.

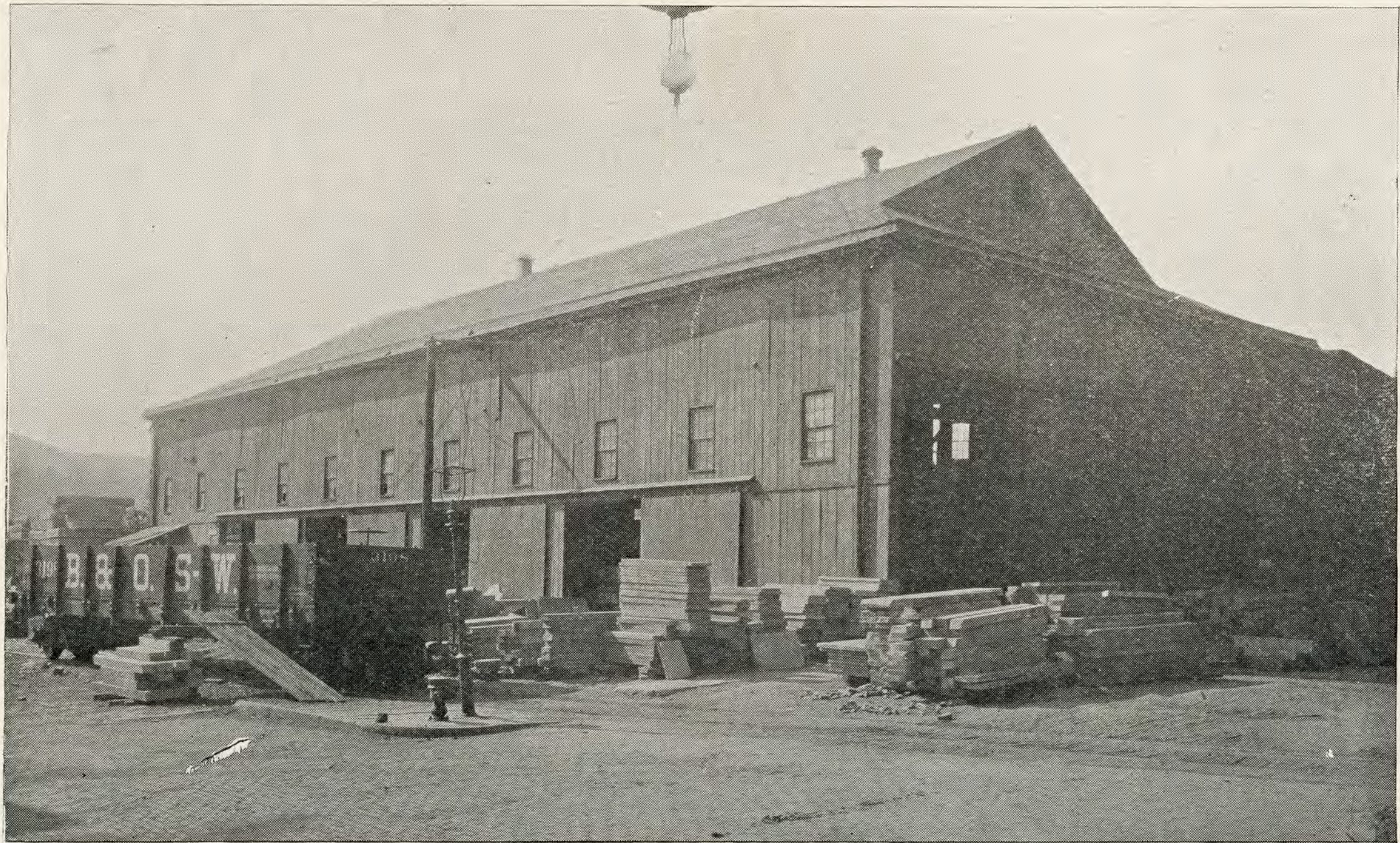
The freedom of Portsmouth from labor troubles is a matter of comment. The city offers the finest inducements to manufacturers, and laboring people find that it offers them inducements that cannot be found elsewhere. Capitalists receive no warmer welcome than do the laboring men who come to Portsmouth with their families to make it their home, and easy access to home building, as well as to profitable employment, is always ready for them



**A SPLENDID PRESENT AND FUTURE. THE TOTAL AVAILABLE ASSETS OF PORTSMOUTH.**

To summarize all the facts pertaining to the general conditions existing in Portsmouth at the present time, and the brilliant outlook for the future, it can be truthfully stated that REALTY VALUES are more stable, TRADE CONDITIONS in all lines more satisfactory and GENERAL PROSPERITY more strikingly evident than at any time since the city's birth.

Total Available Assets .....	\$ 378,865.75
Total Fixed Assets .....	1,102,100.00
Total, .....	\$1,480,965.75



**The Reitz Stone Co.**

**THE REITZ STONE CO.**

The largest and most influential concern of its character located here, THE REITZ STONE CO., has been a factor in the STONE SAWING and QUARRY business here since 1865, when it was established. It was only in 1903 that it was incorporated with a capital of \$100,000.00. The company own and operate extensive quarries from which the finest qualities of SAND STONE, of Buff, Blue and Brown for Building

and Paving purposes are taken. The business is a very important one to Portsmouth by reason of the fact that it employs from 75 to 100 men and pays out every year about \$40,000.00 in wages. The officers of this company are Messrs. I. REITZ, Pres.; A. J. REITZ, Sec. and Treas.; S. P. REITZ, V. P., and HENRY P. BANNON and ARTHUR H. BANNON, its directors, have extended the sale of their products to all parts of the Eastern States.



**Plant of The Mitchell Mfg. Co.**

**THE MITCHELL MFG. CO.**

No manufacturing institution of Portsmouth enjoys a more enviable reputation than THE MITCHELL MFG. CO., which was started here in 1902. The plant is a splendidly equipped one, having every possible appliance and device which could in any way contribute towards turning out HIGH GRADE SHOE LACERS. Twenty Thousand Spindles are operated and FORTY THOUSAND PAIRS OF LACERS are manufactured every working day in the year. The establishment has exerted a most potent influence upon our industrial development as would any plant employing 100 people and distributing over \$18,000.00 yearly in wages. The factory contains 30,000 square feet of floor space and is admirably adapted for its purpose, but with the increased output and efficiency that is projected for the near future, a new and enlarged building will be erected. The business and mechanical activities of the institution are ably directed by Messrs. CHAS. M. MITCHELL, Gen. Mgr.; C. E. DOWLING, Treasurer and D. D. MITCHELL, Supt.

The Norfolk & Western Railway maintain repair shops at Portsmouth and distribute ONE MILLION DOLLARS annually in wages.



### ADVANTAGEOUS LOCATION

Portsmouth offers some of the most valuable land sites for the location of manufacturing enterprises and mechanical industries. Situated in such close proximity to power, (Cheap Coal, Natural Gas and Water Power soon to be developed,) raw material and transportation

facilities, investors are beginning to realize the economic and utilitarian advantages of her splendid location. The great Ohio, and vast inland water ways, to which direct connection is to be had, bespeak a vast commerce for the city in the next decade, and the manufacturer is advised to communicate with The FREIGHT TRAFFIC DEPARTMENT OF THE BALTIMORE & OHIO

SOUTHWESTERN R. R. at Cincinnati, before locating in less accessible territory.

Portsmouth manufactures more shoes in proportion to population than any other place in the world.



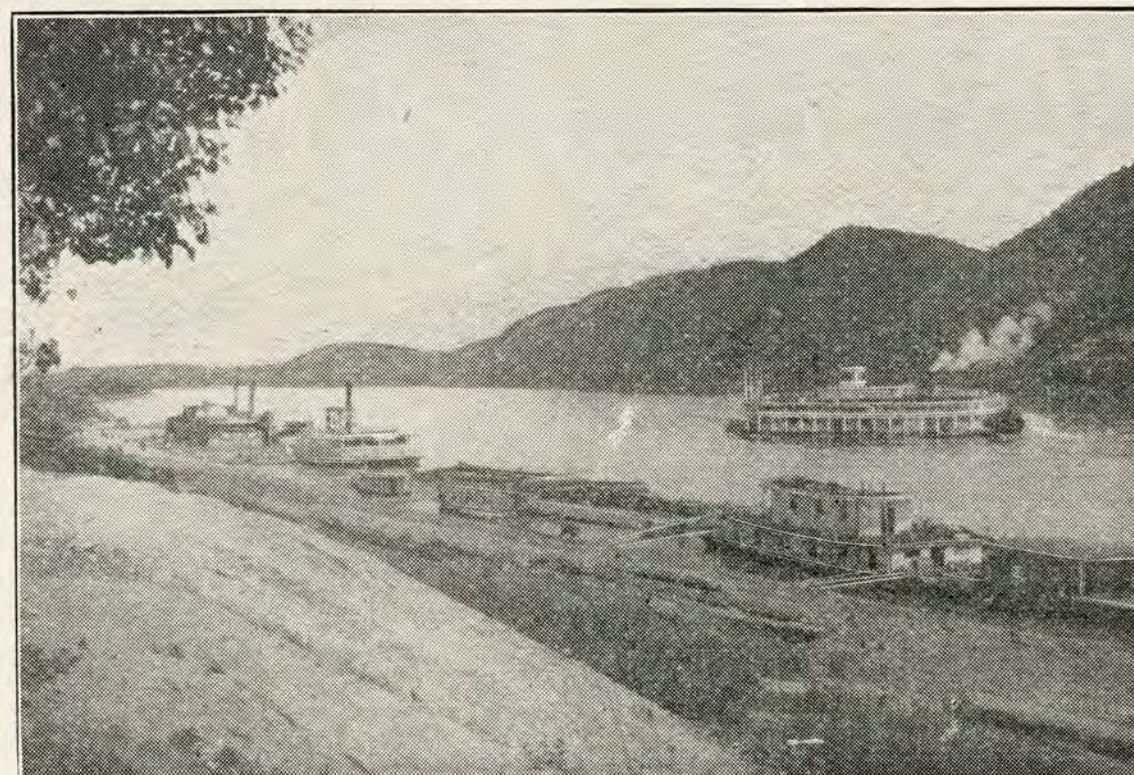
Plant of Kentucky Fire Brick Co.



Planing Mill of D. L. Webb

### THE KENTUCKY FIRE BRICK CO.

While not located in Portsmouth, general offices of THE KENTUCKY FIRE BRICK CO. are maintained here, and it is essentially a Portsmouth proposition. It is one of the largest companies located in this section of the country engaged in the manufacture and distribution of HIGH GRADE FIRE BRICK. The company was first started in 1900, and incorporated at the same time for \$125,000.00, and a business connection has been developed which extends to all parts of the United States. The Kentucky Fire Brick Co.'s general offices are in suite 402 Masonic Temple, and the factory is located about twenty miles from Portsmouth on the Kentucky side of the river. One hundred and seventy-five people are employed at the plant, and two traveling salesmen cover every portion of the U. S. Messrs. J. B. HAMMOND, Pres.; L. P. HALDEMAN, Sec. & Treas., and HENRY K. LEIGHOW, Gen. Mgr., direct the business and industrial affairs of the company.



Ohio River at Portsmouth

### D. L. WEBB.

The above named gentleman directs the business activities of his institution which is a most important adjunct to the commercial and industrial life of this section. MR. WEBB is a manufacturer of ROUGH and DRESSED LUMBER, PLANING MILL PRODUCTS and BUILDING SUPPLIES which are sold in both a wholesale and retail way to the trade in the immediate vicinity of Portsmouth. His mill is 40x90 and the yards and other buildings cover a space of 220x150 feet square. Four wakens are used and fifteen people employed. MR. WEBB has always been actively interested in and associated with the material growth of Portsmouth, having been established in business here for the past thirty-six years.

Read the comparative statement, showing increase in postal receipts for the past few years.



operations, two wagons, twelve men employed in the house here and three traveling salesmen who cover the above named states. Officers of the company are Messrs.

M. STANTON, President; P. E. WALSH, Vice President, and WM. S. MEYER, SECRETARY and TREASURER.



The M. Stanton Co.'s Building.

#### THE M. STANTON COMPANY.

This company is one of the oldest and most respected of our commercial institutions. It was first established in 1870, but was not incorporated until 1887, has a capital of \$25,000.00 and does an annual business of \$150,000.00, covering the States of Ohio, West Va., Virginia, and Kentucky in their operations. Their building at 161-163-165 West Front street, is adequately provided with every necessary facility and appliance that could in any way contribute towards transacting their business with promptness. They are WHOLESALE LIQUOR DEALERS in the strict sense of the word, handling only the BEST and PUREST grades of wines, whiskies, etc., that money and experience can procure. 26,600 square feet of floor space is utilized in their



The Washington Hotel.

#### The Jordan Hotel Co., Proprietors.

In 1906 the Jordan Hotel Co., Alan N. Jordan, President, Manager and Treasurer bought the interest of L. E. Smith in the WASHINGTON HOTEL. The company is incorporated for \$50,000.00 and is amply equipped in every way to conduct the hotel according to modern requirements.

THE WASHINGTON HOTEL is a modern, five-storied pressed brick structure, containing in hotel proper, and annex, one hundred and twenty-five comfortably and attractively furnished rooms, with running water in all rooms and private bath in connection with many of them. The cuisine is not surpassed by any first class

American Plan Hotel in the country, and every effort is made by the clerical force and management to furnish guests with FIRST CLASS SERVICE. The building is electric lighted throughout, equipped with complete filtration plant, two engines, 90 H.-P., one auxiliary pump for water, one compressed air outfit for sweeping, two boilers, combined H.-P. 250, steam laundry for house work, operated by electric power and elevators for Passenger and Freight service. As a further illustration of the facilities which are maintained for properly caring for the traveling public who come to Portsmouth, SIXTY people are employed in the hotel and \$15,000.00 distributed in wages annually. Under the capable direction of MR. ALAN N. JORDAN, the hotel has increased its prestige and reputation as a modern first class hotel.



**THE SECURITY SAVINGS BANK & TRUST CO.**

This statement shows the increase in deposits for this bank during the past four years, taken from statements rendered to the state bank examiner:

April, 1904 .....	\$125,970.44
March, 1905 .....	390,861.54
April, 1906 .....	419,057.75
February, 1907 .....	504,272.46

**TAXES COLLECTED FOR GENERAL PURPOSES.**

There was collected last year for general purposes, Public Safety (fire and police,) Public Health, Public Service, Hospital, Library and sinking fund, the amount of \$112,266.80.

**NATURAL GAS.**

One of the important factors to a manufacturing city is the cost and abundance of fuel. Often is the means of their very existence, and its supply is of the greatest importance to permanent enterprises. Portsmouth is particularly fortunate in this respect; in fact

**FIRST NATIONAL BANK.**

The following statement is comparative and shows the growth of the First National Bank for the past ten years, which is reflective of the growth of Portsmouth:

**DIRECTORS.**

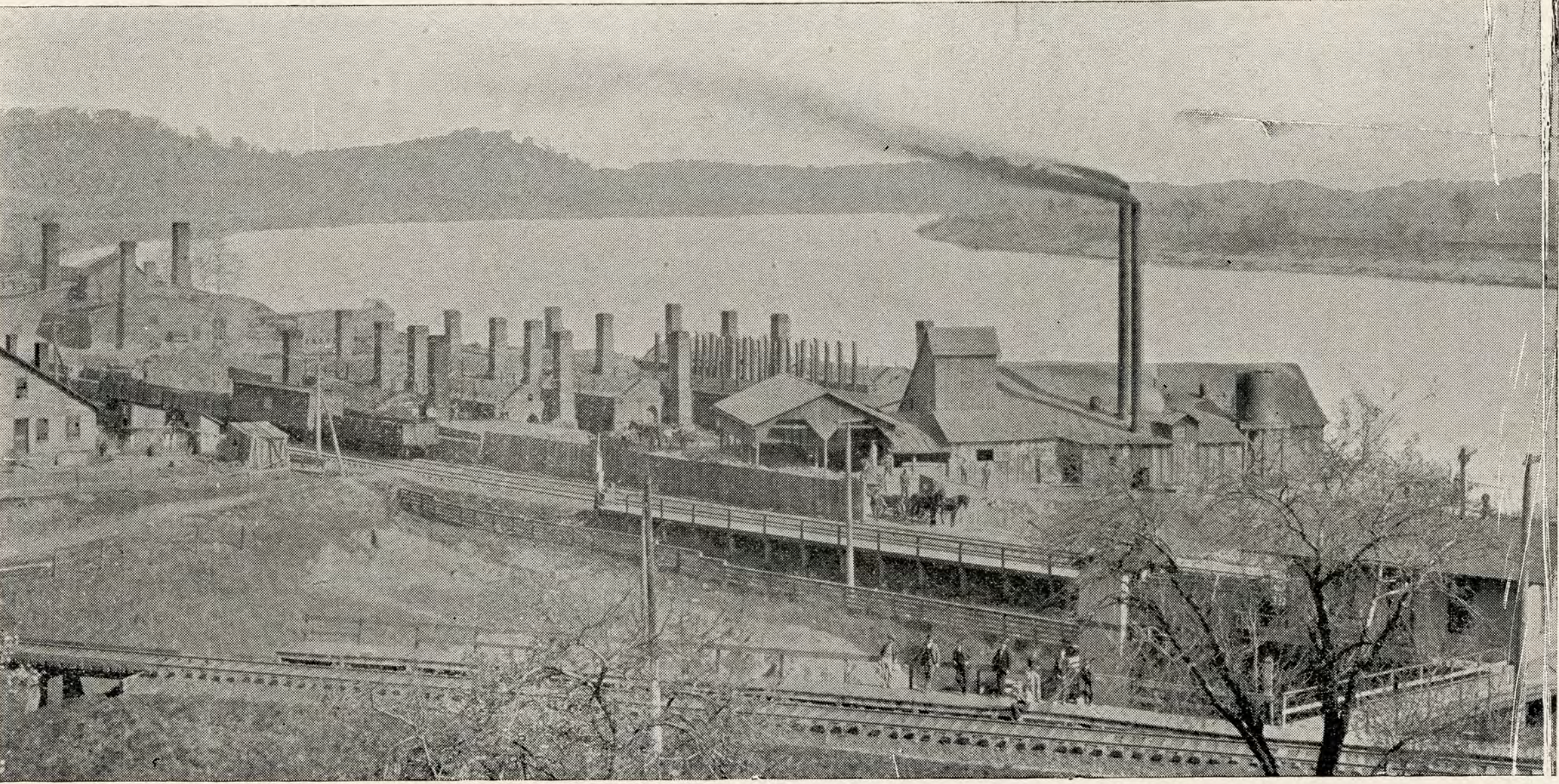
George M. Appel	Henry T. Bannon
J. W. Bannon	A. M. Damarin
Irving Drew	E. J. Kemrick
Simon Labold	John Peebles
Edward T. Reed	Samuel Reed
George D. Selby	L. C. Turley

**DEPOSITS.**

September 20, 1898 .....	\$ 333,203.07
September 7, 1899 .....	523,918.34
September 5, 1900 .....	544,286.50
September 30, 1901 .....	672,304.04
September 15, 1902 .....	766,377.80
September 9, 1903 .....	1,001,435.02
September 6, 1904 .....	1,037,909.80
August 25, 1905 .....	990,241.44
September 4, 1906 .....	1,364,067.95
August 22, 1907 .....	1,416,106.39

**DAVID STAHLER.**

Portsmouth, with its admirable railroad facilities, excellent geographical location and many attractive features, offers many inducements to manufacturers. The retail departments are in the hands of capable public spirited business men, who are trying to increase the industrial prosperity of the city, and no man has been more active in this respect than MR. DAVID STAHLER, whose HARD-WAKE and IMPLEMENT STORE is one of the prominent institutions of its character situated in this Southeastern section of the State. His business is capitalized for \$60,000 and seven people are given employment.



Plant of The Scioto Fire Brick Co.

**SCIOTO FIRE BRICK CO.**

This concern was the first to realize the possibilities attendant upon the manufacture of FIRE and PAVING BRICK in this locality. The business of the SCIOTO FIRE BRICK CO., was established in 1865 and incorporated a few years later in 1872 with a capitalization of \$100,000. They have two separate plants, one for the manufacture of FIRE BRICK and one for the manufacture of PAVING BRICK, both plants being perfectly equipped from a mechanical standpoint with all modern machinery and only the most modern methods are in

use in the manufacture of their products. Their capacity per year is 9,600,000 brick, and 100 people are usually given employment. The "SCIOTO" FIRE BRICK has become known wherever fire brick is used and is made from the very best and choicest selected of Scioto Clay. Mr. C. W. TURNER, President and Treasurer; W. C. SILCOX, Vice President, and SAMUEL REED, Secretary, are the officers of the company. MR. TURNER directs its financial and industrial activities and is acknowledged to be the best posted man on the manufacture of Fire and Paving brick in this section.



# The B. & O. S-W. R. R.

**T**HE Freight Traffic Department of the Baltimore & Ohio Southwestern R. R. Co. is in possession of much valuable information relating to the present resources and future possibilities of Portsmouth; and will be pleased to send this descriptive data and other printed matter to any firm or individual desiring to locate in Portsmouth.



Address Inquiries to  
**MR. S. T. McLAUGHLIN, General Freight Agent**  
CINCINNATI, OHIO.

